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W.C.R.L. Egh.

THE CHEMIST AND DRUGGIST, MAY 23, 1931



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No. 2676.

MAY 23, 1931.

Vol. CXIV.

SELL BRITISH



The "Allenburys" Liquid Beef appears in new dress—the name, label, carton and stopper have been changed, but the product and price remain unaltered. The "Allenburys" Beef Juice is made from selected **British Beef**. It is of high nutritive value and exceedingly palatable. Reasonable in price to the public and yielding an adequate profit to the retailer—it is an article that should stimulate every chemist to "Sell British."

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**Allen & Hanburys Ltd., London, E.2**

Telephone: 3201 Bishopsgate (10 lines).

Telegrams: "Greenburys Edo London."



# MORNY

## COMPLEXION POWDERS

### PERFUMED

"CHAMINADE" "GARDENIA-MORNY" "JUNE ROSES" etc.

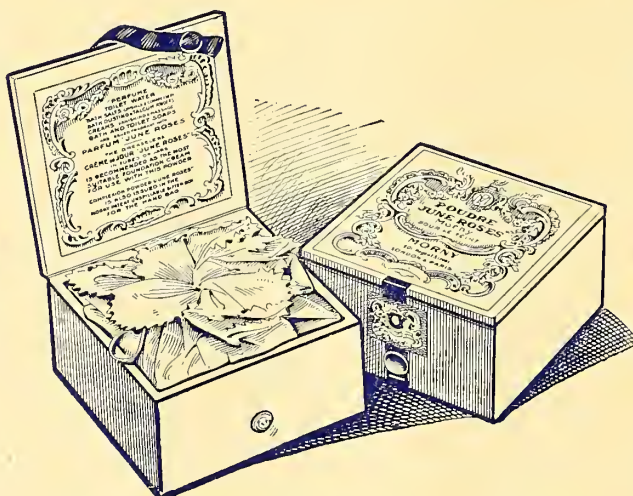
MINIMUM  
RETAIL  
PRICE IN  
GREAT  
BRITAIN

**5/- 3/6**

(as illustrated)  
and

**1/9**

(New popular size)



MINIMUM  
RETAIL  
PRICE IN  
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**5/- 3/6**

(as illustrated)  
and

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(New popular size)

#### SUBJECT TO USUAL TERMS

The characteristic square cartons in which the above Morny Complexion Powders are issued are known the world over and are universally associated in the mind of the public with the quality of their contents.

Morny Complexion Powders are the choice of the smartest women, not only because of their purity and fineness of texture but also for the irresistible appeal of their delightful fragrances. It is no exaggeration to say that Morny Complexion Powders have created a standard of all-round excellence unapproached by any other mark.

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How many Customers do you serve during the Summer months? Divide your estimate by two—and then what? Get busy on Corn Cure Sales.

A recent investigation proved that just *half* of the people, who were asked, had each at least one Corn.

If you care to analyse the possibilities a little further and just count the Corns that *pass* your window for only one hour, then compare your annual Corn Cure Sales with that hour's possibilities—your salesmanship will surely be challenged and roused to urgent action.

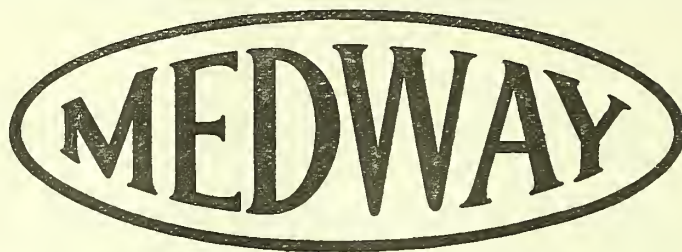
### "THE WIGGLESWORTH WAY"

can then help you considerably, not only with effective Formulæ and an exclusive pack but Window Displays that have set the pace for many years in window sales.

Which is the more difficult for you to believe, that there are still Chemists (even in Holiday Resorts) who think that a gross lot is beyond their capacity or, that there are single Businesses in depressed areas that buy 5 gross regularly?

May we send you more details?

**WIGGLESWORTH LTD.**  
WESTHOUGHTON  
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*(in rolls up to 78 inches wide)*

## PIECES, BOARDS & BOXES

*All corrugated productions  
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# The Sales of COTY FLOWER PERFUMES are forging ahead!

THE  
POPULAR  
HANDBAG  
SIZE

**3/9**

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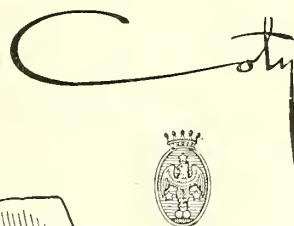
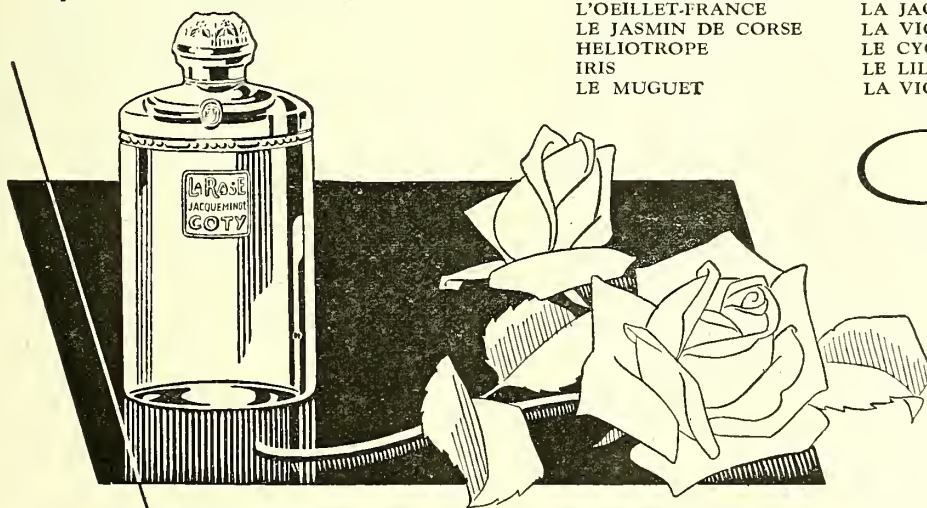
**4/9**

**W**E are concentrating the whole of our press advertising on Flower Perfumes, in order to popularize still further this attractive line. Greatly increased sales will come to you if you link yourself up with this vigorous advertising.

*The Coty Flower Perfumes :*

LA ROSE JACQUEMINOT  
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LE JASMIN DE CORSE  
HELIOTROPE  
IRIS  
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LE LILAS BLANC  
LA JACINTHE  
LA VIOLETTE  
LE CYCLAMEN  
LE LILAS POURPRE  
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## Display Coty Flower Perfumes

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Telegrams: Paricoty, Phone, London.

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(From the Imperial Institute Collection)

GINGER, *Zingiberofficinale*, Roscoe, Fam. Scitamineæ was known to the Greeks and Romans and was used in England before the Conquest. In those days the source of supply was India; however, about the 15th century the plant was introduced to the B.W.I., and the best variety, Jamaica Ginger, has been cultivated there ever since.

Of other varieties three important ones come from within the Empire, namely, East Indian or Bengal; Cochin from the Malabar Coast, and West African, chiefly from Sierra Leone. The last, formerly one of the poorest varieties, has improved in appearance in recent times through the efforts of the African Trader, so that it now more resembles Japanese, the chief other commercial variety.

# GINGER

## JAMAICA B.W.I.

# Staff Allen S

import direct large quantities of all varieties of Ginger, grind the rhizome in their own mills, and manufacture all official and un-official preparations of the drug.

□ □ □ □

Jamaica Ginger easily possesses the finest and most agreeable odour and is the only one official in the B.P. It is described in commerce as "Scraped Unbleached Ginger."

According to Hanbury, the odour of ginger is due to a volatile oil ( $\frac{1}{2}$  per cent.), the pungency to an oily constituent known as gingerol. Ginger, apart from its wide use as a culinary spice, has been largely prescribed in therapeutics as a carminative and stomachic in the treatment of disorders of the gastrointestinal tract.

**WHOLESALE TRADE  
ONLY**

ESTABLISHED 1833

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COWPER STREET, LONDON, E.C.2



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# Elasto

Regd

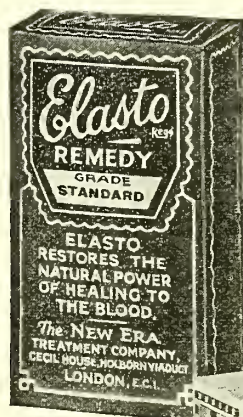
**For all Diseases  
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Recommend "ELASTO" for Varicose Veins, Ulcers, Eczema, Swollen Legs, Phlebitis, Thrombosis, Muscular Weakness, Bad Legs, Piles, Prolapsus, Varicocele, Hardened Arteries, Blood Pressure, Deficient Circulation and kindred ailments.

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**5/- a box**  
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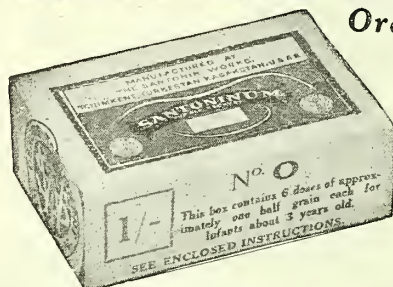
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No. 5.	6 × 5	"	- 4/9

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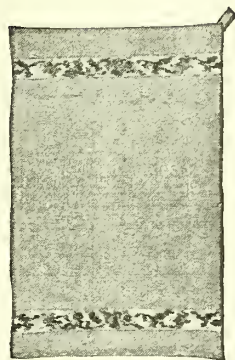
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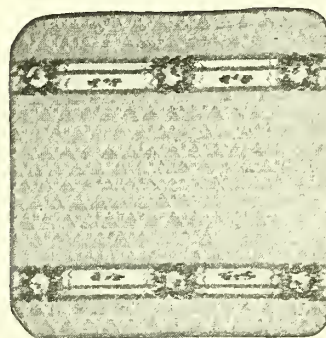
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**LEMON JUICE** neutralised for building bone and preventing skin troubles.

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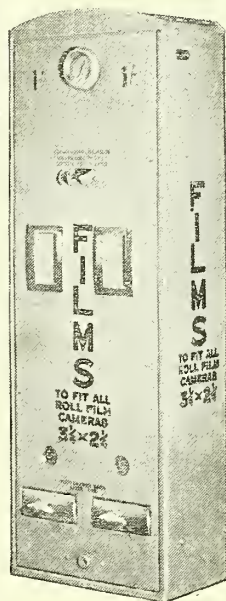
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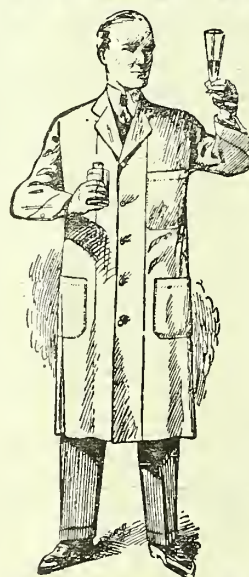
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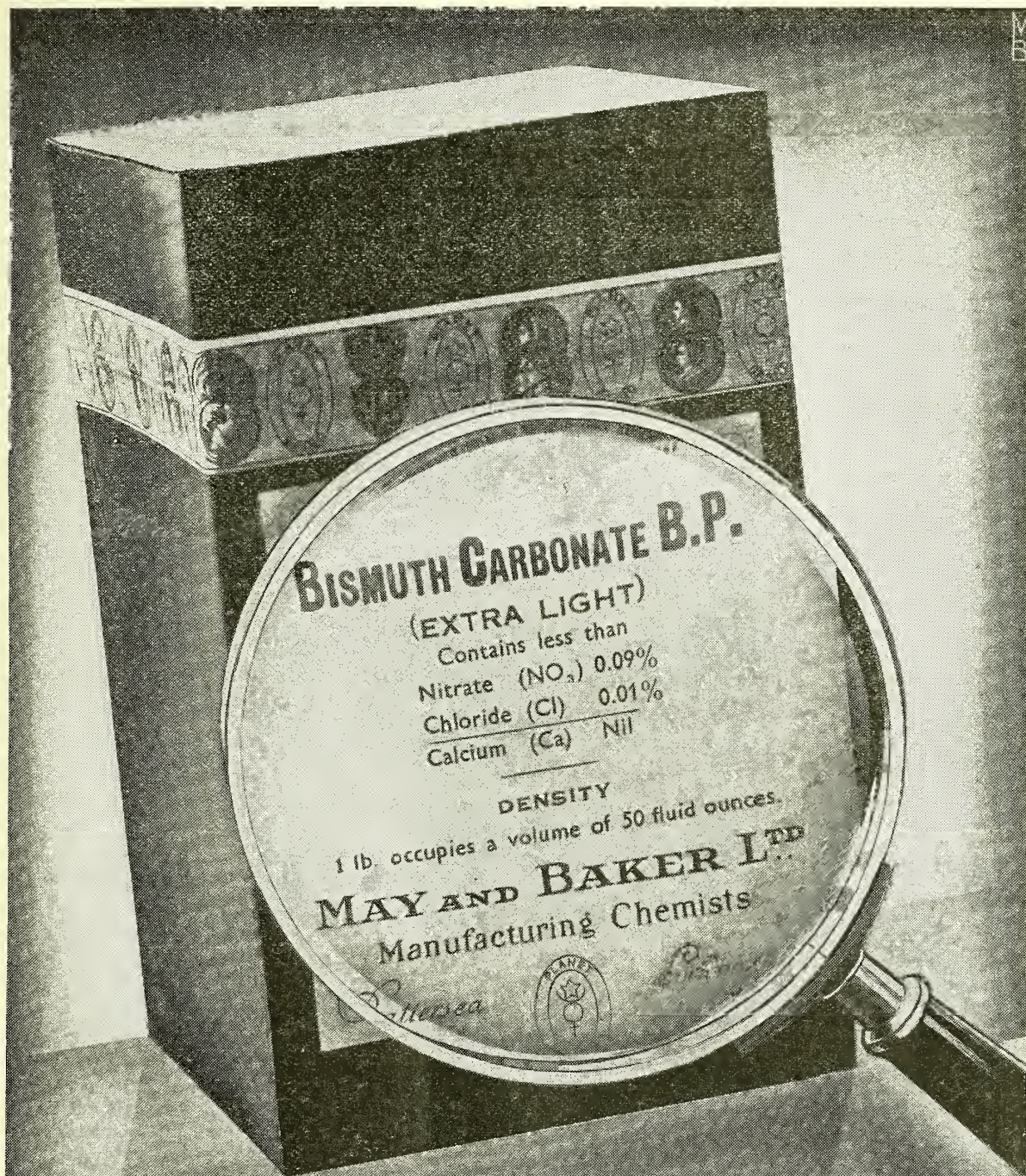
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A liquid polish that first cleans and then shines, but in one operation. Produces a brilliant finish with the greatest ease and leaves a non-slipping surface. In tins, 4 sizes, 10½d., 1/6, 2/6, 4/6

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### Household Oil

Sold in particularly useful oilers with swivel nozzle. Shell Household Oil is a genuine lubricant. It is suitable for use on real working surfaces, as well as for such domestic objects as sewing machines, mangles, etc. Complete in special tins, retail prices, 1/- and 2/-

### SHELLTOX

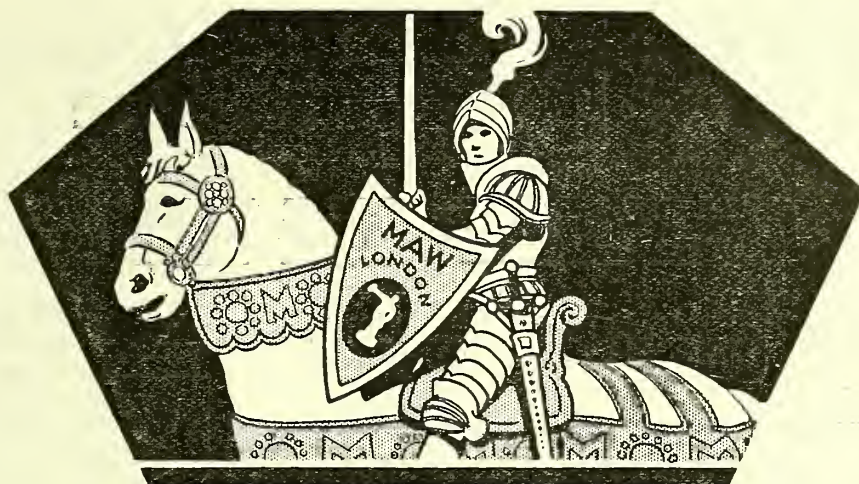
A powerful insecticide that definitely kills, not merely stupefies, all insects.

Shelltox is unquestionably the pre-eminent insecticide. Supplied in tins, in 3 sizes, retail prices 2/-, 3/-, 5/-; Sprayers, 2/6. Combination package comprising 3/- tin and 2/6 Sprayer—5/-

Telephone: Avenue 7253

**SHELL MEX LTD. (Technical Products Dept.), 31 Great St. Helens, LONDON, E.C.3**





## SAFEGUARDING *the Chemist's* PROFITS

Your business is as much, or even more, a matter of protecting what you have already won as of capturing new ground.

It is the steady repeating business which you have and hold in the face of outside competition that is most profitable.

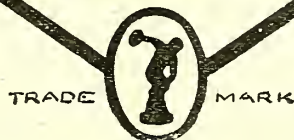
Here at Maw's we regard it as part of our business to help you to consolidate the ground you have won by hard fighting, to assist you in the protection of the steadily repeating business which is the backbone of your prosperity.

The name of Maw and the reputation behind that name is yours, for no goods bearing the name of "Maw" are sold to anybody but qualified pharmacists.

The "Maw" organisation, the "Maw" initiative, the "Maw" enterprise, the "Maw" resources, and the "Maw" experience gained during a century and a quarter's reputable trading are yours. They work in your interests constantly, unfailingly, day in and day out, year after year.

*Study the methods of the House of Maw and assist the "Maw" policy of self-protection for the pharmacist.*

**S. Maw, Son & Sons, Ltd.,**  
Aldersgate St., London,  
and Barnet.





# STOCK these QUICK-SELLING lines on

## GUARANTEED SALE TERMS

Your customer requires no persuasion after he has once given our preparations a trial. He then KNOWS they are just what he

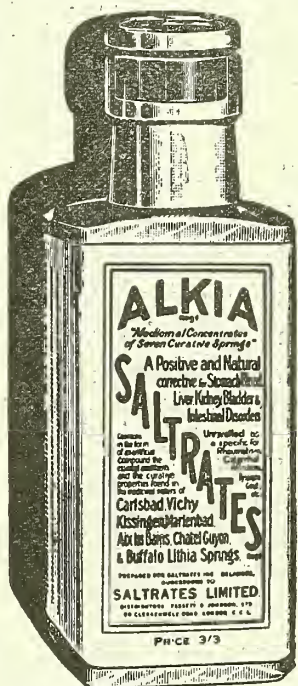
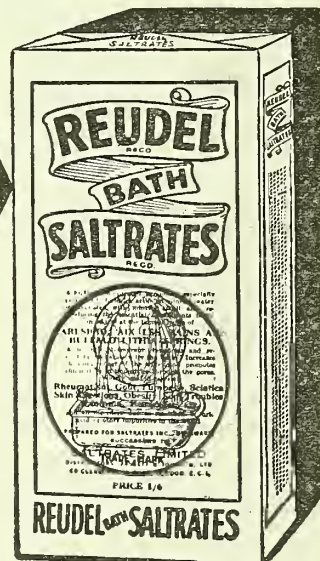
wants and is interested in no others. In other words—after you make the first sale these goods go on selling themselves.

### REUDEL BATH SALTRATES

The best selling and most fragrant, refreshing, beneficial and all-round satisfactory preparation for the bath—especially recommended for

Corns and all Foot Troubles, Rheumatic Pains, etc.

Sells at 1/6 and 2/6 (P.A.T.A.)



### ALKIA SALTRATES

The most efficient Saline on the market and the best value for the money. Pleasant tasting and always satisfies the user. Widely advertised for Rheumatism, Gout, Sciatica, or any Liver, Kidney, Stomach, Intestinal or Blood Disorders, Catarrhal Affections, etc.

Sells at 3/3 (P.A.T.A.)

Carriage paid in Free Cases in United Kingdom on orders for three dozen, which may be assorted.

Showcards of strong selling power sent free on request.  
Write for our Special Terms for Window Display.

DISTRIBUTORS FOR GREAT BRITAIN:

FASSETT & JOHNSON, LTD., 86, CLERKENWELL ROAD, LONDON, E.C.1.

Australasia—36-40 Chalmers St., SYDNEY, N.S.W.

South Africa—15 Bree St., CAPE TOWN.



FERRI ET AMMON. CIT. D.B.

**Evans**

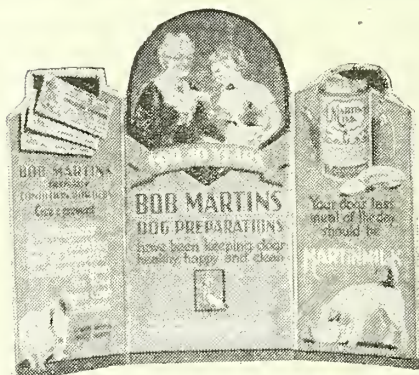
*Fine ruby scales which dissolve to a brilliant  
and permanent solution. Even when  
dispensed with magnesium sul-  
phate there is no deposit*

Prepared at their Fine Chemical  
Works by

EVANS SONS LESCHER & WEBB LTD.  
LIVERPOOL & LONDON



# Is your name on the Bob Martin Display List?



The three-piece Screen is two feet high and forms the ideal background for a display.



One of the finest sales-helps you can have is the new popular edition of "BOB MARTIN ON DOGS," a 36-page practical guide of great value to every dog owner. Packed in an attractive container, for free distribution to your customers.

**W**E are glad to introduce two new Bob Martin Sales-helps—worthy successors to previous displays which are bringing better profits to many hundreds of Pharmacists.

Three out of four people who pass your window are dog-owners, using Bob Martin preparations. These forceful displays will tell them you are ready to supply their wants.

Beautifully produced in full colour, Bob Martin displays not only command attention, but definitely increase business; their attractiveness is at once an asset to your sales and to the appearance of your window.

You cannot afford to lose any opportunities to enlarge your trade. Take the quickest and surest way to more sales—your name on the Bob Martin Display List will ensure your receipt of the latest display material as it is issued. Complete the coupon below and post to Bob Martin, Ltd., Union Street, Southport, England. The two newest sales-helps, the second big edition of "Bob Martin on Dogs," packed in a folding counter display, and the attractive three-piece screen, will be sent you immediately.



## BOB MARTIN LTD.

Dog Food and Medicine Manufacturers since 1892

**SOUTHPORT  
ENG.**

Please add my name to the special Bob Martin Display List, so that I will receive all your sales-helps immediately they are issued.

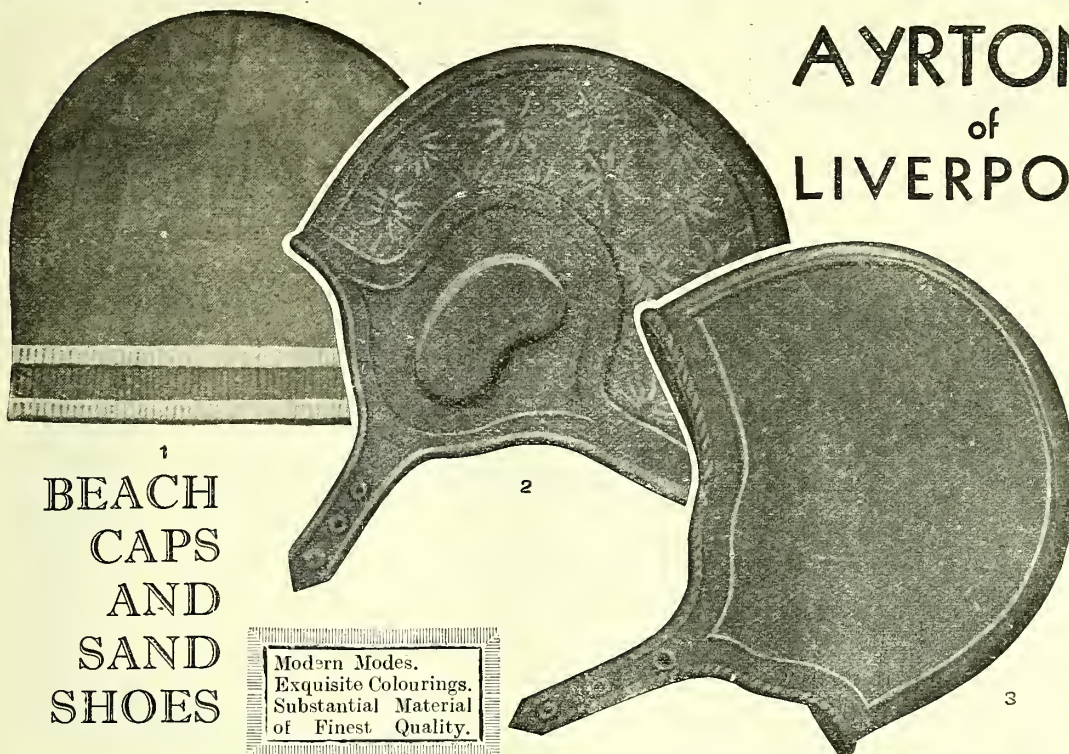
NAME .....

ADDRESS .....

C. & D. 23/5/31



# AYRTON'S of LIVERPOOL

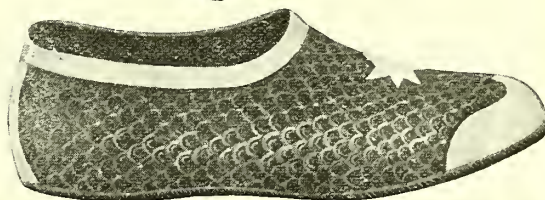


## BEACH CAPS AND SAND SHOES

Modern Modes.  
Exquisite Colourings.  
Substantial Material  
of Finest Quality.

### BEACH CAPS

		Per doz.	Per gross
No. 1101.	Plain Helmet, contrasting band, six colours .. .. .	3/-	33/-
No. 552.	Heavier rubber, reinforced seams	3/9	42/-
No. 1211.	Diving Helmet, chin strap, reinforced seams, mottled colours	5/-	54/-
No. 1198.	Diving Helmet, medium weight, chin straps, three panels in contrasting colours .. .. .	8/-	—
No. 1298.	Diving Helmet, moulded, chin straps, self colours in silk finish	13/6	—
No. 1317.	Diving Helmet, medium weight, chin strap, ear recesses, embossed designs in self colours	15/-	—
Type A.	Polo Helmet, heavy, chin strap and clasp, embossed designs in self colours .. .. .	17/6	—
Type E.	Diving Helmet, heavy, chin straps, moulded ear recesses. Colours: Black, White, Red or Green	20/-	—



### LADIES' SAND SHOES

Assorted  
colour  
combinations  
per doz. 14/-

### LANCASHIRE WOVEN WASHING SQUARES

Each dozen in fall-front box with Cellophane dust cover. Fine showcard featuring "Made in Lancashire."

No. 10A. Special. 13 x 12 ins. Thick white turco, fringed with coloured chequered pattern interwoven on two sides. per doz. 36/-  
No. 21B. 12 in. Thick white turco square, fringed edge, with two-coloured pattern interwoven on two sides .. per doz. 3/6  
No. 6. 13 x 12 ins. Extra thick all white turco, fringed edge. per doz. 4/-  
No. 23. 13 x 11 1/2 ins. Thick white turco with 1 inch coloured whipped border .. per doz. 4/-  
No. 8. As No. 23, but all white turco with edge whipped with coloured cotton .. per doz. 4/-

No. 19A. 14 x 13 ins. Thick white embossed turco, fringed edge with patterned border in contrasting colours .. per doz. 4/6  
No. 28A. 11 x 11 ins. Thick coloured turco, with woven pattern in bright colours, whipped edge .. per doz. 5/-  
No. 29S.W. 13 x 13 ins. Thick white turco with edges shell whipped in bright colours. per doz. 5/-  
No. K.E. 12 x 12 ins. Thick double turco, each side a different shade and the whole shell whipped in bright colours. per doz. 6/-





This is one of the postcards returned to LETRIK Ltd., by their customers, with the comment, "In what position are your combs? Do they infringe any of White's Patents?"

## 1 DOZEN WHITE'S ELECTRIC COMBS FREE FOR DEFINITELY 7 DAYS ONLY UNPRECEDENTED OFFER

The enormous White's Comb advertising is continuous. Next week almost every important national newspaper will contain further near page advertising. White's Electric Comb has become a national habit. It is the original and has the master patents. Infringers are being proceeded against. For definitely 7 days only we will give 1 dozen 3/6 combs, (42/- bonus) to those ordering one of the small orders on attached card. Stocks are low, don't be disappointed again. The reason for this bonus is to secure a show in your shop before the next huge burst of advertising. Liberal NEW show material will be sent with each order. Post to-day. First five hundred orders will receive free 1/6 tube of Creme Laneta, the new hair-removing cream. This offer is not open to wholesalers but only to bona fide retailers in exchange for a window show.

*X In what position are your combs, any of White's Patents?*

## and what happens

AN ACTION for alleged infringement was brought by White's Manufacturing Co. Ltd., against LETRIK Ltd., in the High Court of Justice on May 8th.

### THE ACTION FAILED AND LETRIK LTD. WERE AWARDED COSTS.

We do not wish to pass any comment on the proceeding.

... ..

Clean honest-to-goodness trading is the only trade which appeals to chemists, and to us.

The chemist, as a professional man, will not stand for dictation as to what he should stock or not stock.

We feel justified in asking you to sell and recommend LETRIK Combs for three straightforward reasons.

- (1) It is the original LETRIK Comb with wavy teeth.
- (2) It is backed by a consistent advertising policy, of a dignified and impressive nature, to the extent of £35,000 per annum.
- (3) It shows more profit than its imitators. (£3 15s. 9d. profit on £4 13s. od. outlay.)

# LETRIK

LETRIK LIMITED, 70 Milton St., London, E.C.2

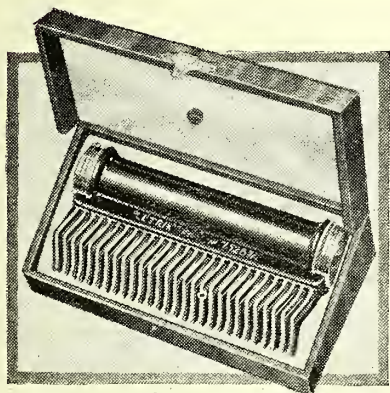


# THE DECKS ARE CLEARED . . .

## NOW FOR ACTION!

### *Big advertising campaign Starts to-day!*

See to-day's *Daily Herald*



## BOOK THIS BONUS OFFER

- (1) One dozen 3/6 LETRIK COMBS £1 11 0 —  
PROFIT £1 1 6. Window Display BONUS OF TWO 3/6  
LETRIK COMBS and 14 3d. LETRIK SHAMPOOS 10/6
- (2) Three dozen 3/6 LETRIK COMBS £4 13 0 —  
PROFIT £3 15 9 Window Display BONUS OF NINE 3/6  
LETRIK COMBS and 19 3d. LETRIK SHAMPOOS £2 2 9.

**NOTE.** All goods with bonus and abundant display material for window show will be delivered to you direct and invoiced through your usual wholesaler.

## LETRIK BONUS ORDER FORM

POST TO LETRIK LTD. (Dept. 354)

70 MILTON STREET, E.C.2

Send at once BONUS PARCEL No.

Wholesaler's Name

Your Name and Address:—

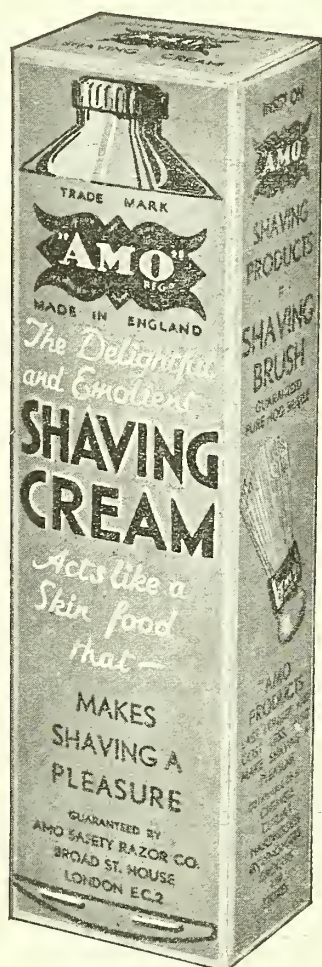
NAME .....

ADDRESS.....



# AMO GIANT TUBE SHAVING CREAM

BRITISH  
PRODUCT



A DELIGHTFUL  
& EMOLLIENT  
SHAVING  
CREAM MADE  
OF SUPERIOR  
INGREDIENTS  
CONTAINING  
PROPERTIES  
FOR THE  
PROTECTION  
OF THE SKIN

CONTENTS  
4 OZS. NETT

RETAILS

1/-

SIZE  $7\frac{1}{4} \times 2 \times 1\frac{1}{2}$ "  
CELLOPHANE WRAPPED  
PACKED 1 DOZEN  
— IN —  
DISPLAY CARTON

APPLY FOR  
TERMS OR  
SEND 9d.  
FOR SAMPLE  
POST PAID

**AMO SAFETY RAZOR BLADE CO. LTD.**  
**BROAD STREET HOUSE**  
**LONDON, E.C.2**

## Solid Essential Oils— up to 73%

These products are the finest "anti-gnatbites" obtainable. They are harmless to the skin and allow a sufficient quantity of perfume to be applied to effect complete freedom from gnats and other biting flies and insects.

They readily emulsify in warm water and form a cheap and most satisfactory solid bath perfume.

## Emulsifiable Concentrated Perfumes

For the immediate production of perfumed spraying liquids; the addition of one fluid ounce of any of these products to one gallon of water will immediately give a permanent emulsion ready for spraying. Suitable for cinemas, halls, hospitals, smoking rooms, hotels, etc., and also as a highly concentrated bath perfume.

## Emulsifiable Formalin Perfumes

Where a Formalin spray is required 4-5 fluid ounces of any of these products per gallon of water yields immediately a permanent emulsion ready for spraying containing the correct proportion of Formaldehyde for complete sterilisation, and at the same time imparting a delightful odour. Suitable for general disinfection and of universal application.

These products are all stable bodies and ANY ESSENTIAL OIL or PERFUME COMPOSITION can be made up in any one of these three forms.

*For samples, prices and further information apply to:*

## ESSENCES & SYNTHETICS LIMITED

(Wm. C. SLATER, Managing Director)

**4 CARLISLE AVENUE, LONDON, E.C.3**  
Essynthet, Ald, London Royal 0290



# AN AMAZING OFFER

## BY Gibbs



### ONE GIBBS BATH CUBE

*with every tablet of Gibbs Cold Cream Soap you order*



GIBBS BATH CUBES soften and perfume the Bath Water. Cartons containing three Cubes retail at 6d per carton.

Here is a generous offer by Gibbs, which has been planned to send your sales of Gibbs Cold Cream Soap and Bath Cubes rocketing.



In order that you may realise what a wonderful seller you have in Gibbs Bath Cubes; and to give you an opportunity of bringing this new Gibbs line to the favourable attention of your customers, we make the following generous offer:

- (a) We will send you free, a 2d Gibbs Bath Cube with *every* tablet of Gibbs Cold Cream Soap you order.
- (b) This free Gibbs Bath Cube to be given away with every tablet of Gibbs Cold Cream Soap sold by you between June 1st and June 30th, 1931.
- (c) A striking announcement card will be sent with your order. It will announce the offer and pull new business into your shop.

You will see that this generous offer by Gibbs is only for a limited period. So make up your order now.

Remember that Gibbs Cold Cream Soap is always a good, profitable, quick-moving line to handle. By placing your order now, you reap the full advantage of this attractive deal.

# Gibbs TOILET PREPARATIONS

D. & W. GIBBS LTD., COLD CREAM SOAP WORKS, LONDON, E.1



# Mercolized Wax

*for the Complexion*

Extensively Advertised. Always in Demand.

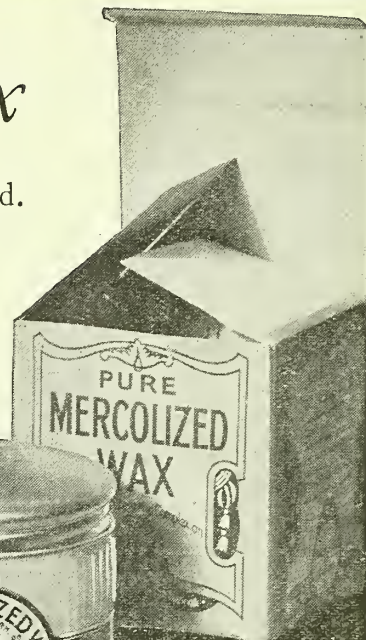
*There is no risk in holding full stocks.  
Every woman is a potential buyer.  
Sales are regular and repeats certain.*

## Stallax

*a Shampoo—also popular,  
and shows a handsome profit.*

**Dearborn**  
(1923) Limited

37 Gray's Inn Rd. London. W.C.1.



Telephone,  
Holborn. 9669

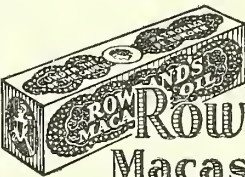
## Tried & Proved

Rowland's Macassar Oil is no new preparation; it has been used all over the world for more than 137 years and everywhere it is held in the highest esteem. It is guaranteed to

contain no  
injurious  
substance

P.A.T.A.  
3/6 7/-  
& 10/6

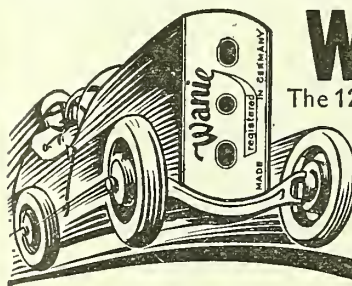
Red for  
dark hair;  
golden for  
fair or  
grey hair.  
From all  
Wholesalers



**Rowland's  
Macassar Oil**

A. ROWLAND & SONS, Ltd., 22 Laystall Street,  
Rosebery Avenue, London, E.C.1

## For Speedy Sales—



**WANIE**

The 12 Shave-power Blade  
**A WINNER  
EVERY TIME !**  
8/- PER GROSS

For Sample, write to—  
Dept. C.D.,

**WANIE DISTRIBUTING CO.**  
89 Aldgate High St., E.C.3

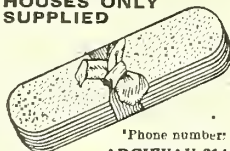
Northern Distributors: S. Kalisky (Aldgate), Ltd., 16 Withy Grove, Manchester.  
Irish Free State Agents: Messrs. W. A. Freedman & Co., 21 Merchant's Quay, Dublin.

## No need to buy abroad

We can supply you with all your

**MANICURE GOODS**

WHOLESALE  
HOUSES ONLY  
SUPPLIED



\*Phone number:  
ARCHWAY 2144

At prices which meet  
Foreign Competition.

*Enquiries Invited.*

**Robert Lee**

14 Calverley Grove,  
Upper Holloway, N.19

## G. B. KENT & SONS, LTD.

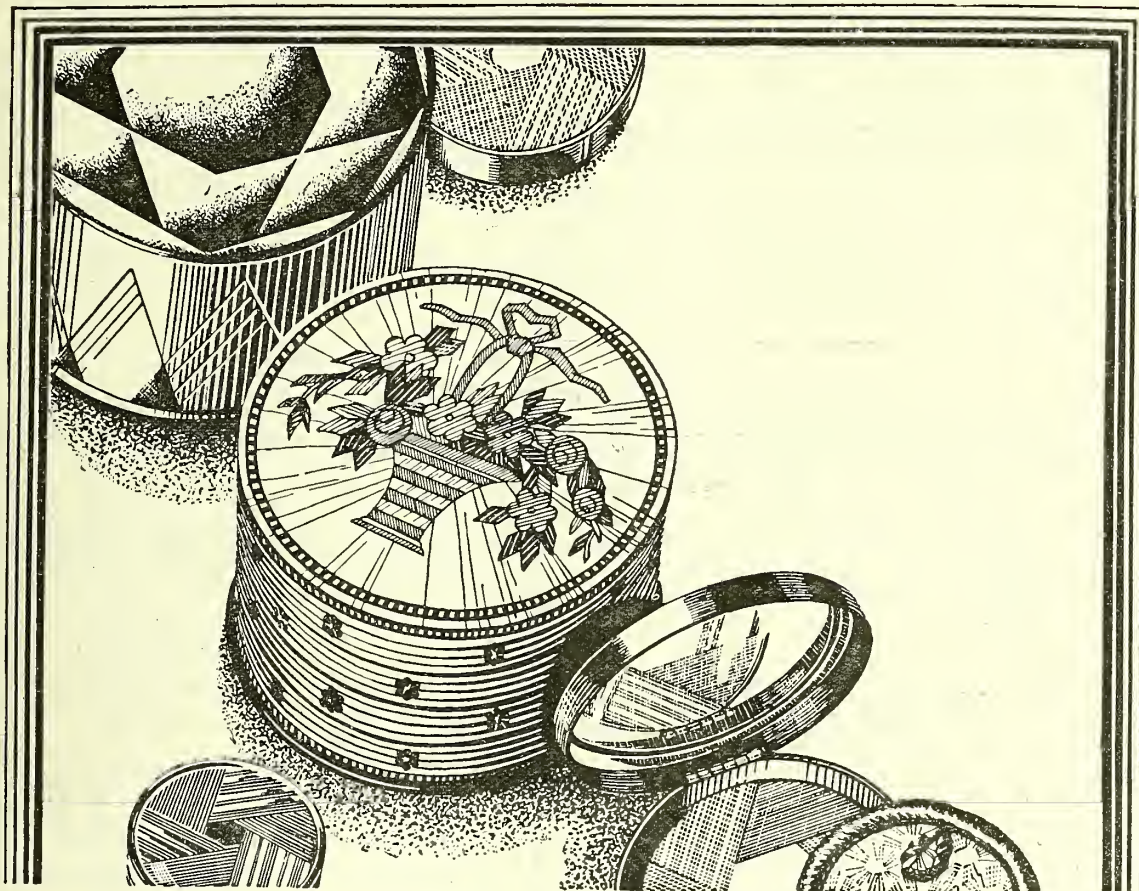
Are known the World over as  
the Largest Manufacturers of

**BEST  
BRITISH  
BRUSHES**

Please write for full Particulars to:—

**75 FARRINGTON ROAD, E.C.1.**





# HOUBIGANT POWDERS

IN  
**QUELQUES FLEURS**  
AND  
OTHER DELIGHTFUL  
PERFUMES

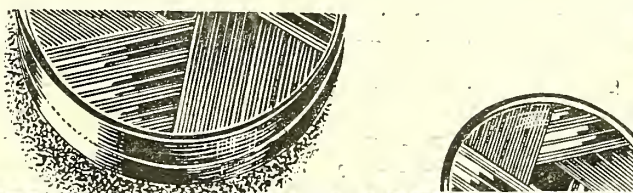
Stock and sell these dainty articles of every-day use and stamp *your* establishment with a touch of Parisian elegance. You are certain of large sales and handsome profits.

**FACE POWDERS and COMPACTS**

FROM **12/7** per doz. NET

LARDEN ROAD **PARFUMERIES DE PARIS LIMITED** ACTON - LONDON

Write for  
Price Lists





# MANCHESTER DEALERS

## Increased Sales 400% IN 1 WEEK

**77%**  
**PROFIT**  
**FOR YOU**

*See Showcard on opposite page*

You have only  
**5 Days left**  
to order

**TOKALON**  
**PENNY SALES**

**£10,000 Extra Advertising**  
in leading Dailies reaching  
**22,000,000 PEOPLE !**

**WRITE, TELEGRAPH or TELEPHONE**  
**YOUR ORDER TO-DAY**

**Tokalon Ltd., Chase Road, London, N.W.10**

*Phone : Willesden 6301-5.*

*Telegraphic Address : "Tokalon, Phone, London."*



# FOR A PENNY ONLY

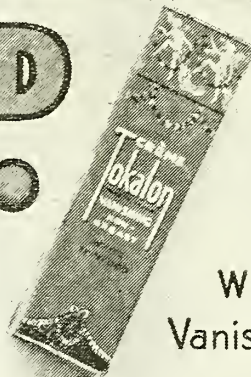
Two 'FULL-SIZE' Tubes

## Tokalon Skinfoods



Rose  
Skinfood

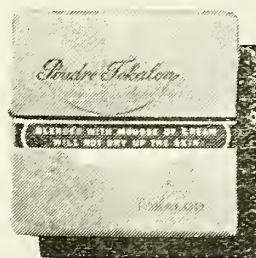
# 1<sup>D</sup>



White  
Vanishing

With every purchase  
of a Shilling Box of

## POUDRE



## TOKALON

# This FREE SHOWCARD

links up with the Press advertising and two are sent with every order. A condition of acceptance of your order is that you will display these cards prominently for at least 14 days.



## DEMONSTRATIONS ARE THE MOST EFFECTIVE FORM OF ADVERTISING

We are Specialists. Our charges are Moderate and cover the securing of Sites, supplying of Staff, and General Supervision. Demonstrators supplied for your own demonstrations. **WRITE US FOR FULL PARTICULARS—**

The **DEMONSTRATION Company** (London), Ltd., 5 Bloomsbury Sq., London, W.C.1 Telephone: Holborn 4972.

"YOU SUPPLY THE GOODS—WE DO THE REST."



### SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.  
Trial size s.d. per doz. . . . . 6/-  
1/4 size, per doz. . . . . 12/-  
2/6 size, per doz. . . . . 24/-  
3/9 size, per doz. . . . . 36/-

The SHADEINE CO., 53 Westbourne Grove, London, W.2

### TATCHO Sample Size 6<sup>D</sup> THE HAIR RESTORER

6 Bottles in Case for Counter Display,  
4/- PER DOZ.

PROMOTES, PRODUCES, 1/3 size . . 12/6 per doz.  
BEAUTIFIES THE HAIR 2/3 size . . 26/- per doz.  
TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

BATH &  
TOILET  
SALTS  
DE LUXE



INSTANTLY  
SOLUBLE  
EVEN IN COLD WATER

Retail: 1/-, 3/6 & 6/6 P.A.T.A.  
Patentees and Sole Manufacturers.

SUPERFINE CHEMICALS, Ltd. FELTHAM, MIDDLESEX

### MAISON DORIN DE PARIS Town and Theatrical Make-up.

Sole Agent for Great Britain and Ireland

**C. MICHEL**

8 Roxburghe House, 273 Regent Street, London, W.

## Williams

the Shaving Cream which brings **REPEAT**

PLACE YOUR ORDER WITH

**SALES!**

W. H. THOMAS, 50-52 Union Street, LONDON, S.E.1

### 1/6 NEWSTROP 2/6 SAFETY RAZOR STROPPER

Two grades, priced to public as above, 33 1/3% profit.  
Quite new. Unique seller. Attractive showcard.  
NEWTON SALES COMPANY, LIMITED,  
39, VICTORIA STREET, LONDON, S.W.1.

JUST RUB BLADE  
FROM SIDE TO SIDE



### MORE SALES THROUGH THE WINDOW by CHARLES C. KNIGHTS.

A new and helpful book for every chemist, dealing with all types of effective window display materials and methods. Full of information you would instantly use. 171 pp., illustrated, 5/- net.

Of a bookseller or  
**PITMAN'S, PARKER STREET, KINGSWAY, W.C.2**

### "REGULOL" The Perfectly Stable Emulsion of

Liquid Paraffin with Agar-Agar, and well recommended by the Medical Profession as a Remedy for CONSTIPATION. Two varieties, plain and compound: the latter containing 4 grains of Phenolphthalein per ounce.

500 Handbills with 1 doz. COSTS 1/4. SELLS 2/6  
**CUXSON, GERRARD & CO., Ltd., Oldbury, Birmingham**

### MORFI RUBBER PRODUCTS KAYDOR LTD.

30 Howland Street

Telephone: Museum 9143.

LONDON, W.1

### "O Phelps Brown's NATURE'S AND HERBAL "DR. LANE'S CATARRH CURE." REMEDIES"

Obtainable from your usual Wholesalers or direct from  
The Teasdale's Chlorodyne Co. 75 Fitzwilliam St. HUDDERSFIELD

### "TENZ" THE ANTISEPTIC DEODORANT TABLET

Purifies the breath and destroys odours after food and drink. There is a universal demand for this new line. Keep the dainty display box on your counter and get your share of this business. Sells at 3d. per cube and shows 33 1/3% profit. Special terms for quantities. Order direct or from your usual wholesaler.

TENZ MANUFACTURING CO., 18 Whitworth Street, MANCHESTER. Cen. 6588.

### MANCHESTER TUTORIAL COLLEGE 327 OXFORD ROAD, MANCHESTER.

J. E. GRIME, B.A., B.D., Director of Studies.

REVISION COURSES, for PRELIMINARY SCIENTIFIC EXAM., start JANUARY, APRIL, JULY and OCTOBER.  
FULL COURSES for PHARM. PRELIM., MATRIC. etc.

### Cachet CLOSING and FILLING machines 3/6 to 32/6 to suit all Dispensing Requirements.

WRITE FOR ILLUSTRATED LIST.

THOS. CHRISTY & CO., 4-12, Old Swan Lane, LONDON, E.C.4.





**A  
PROVED  
SELLER**  
from the  
Perfumery  
Counter

## THE DUCHESS RAZOR FOR LADIES

ENTIRELY BRITISH

One edge double-curved for underarm toilet,  
the other edge straight for neck and legs.

**Advertised in Women's Journals**

**Show material supplied**

Standard models in neat metal box

Nickelled..... 5/9 Silvered..... 10/6

Gilded..... 15/- Cheaper models 3/6

Extra blades 2/6 packet of 5

**STOCKED BY CHIEF WHOLESALE**

**TRADE TERMS 33<sup>10</sup>/<sub>3</sub>%**

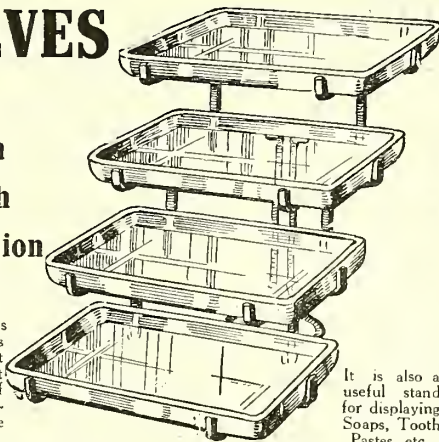
**THE DUCHESS RAZOR CO.**

318 Camberwell New Road, S.E.5

## SOLVES

the  
Tooth  
Brush  
Question

Tooth Brushes  
have always  
been a difficult  
line to serve, but  
with the aid of  
this stand custo-  
mers can serve  
themselves.



No. C.S.F. 2851—Very attractive COUNTER DISPLAY STAND. Constructed of mild steel finished silver colour and complete with four clear glass trays, size 11½ x 7 x 1 in. Each tray is slightly sloped, rendering the goods easy to see and to select from. The overall height is 15½ in., width 12 in., back to front 15 in.

**22/6** each complete

Send for a copy of our new illustrated 48 page list No. CD 1180  
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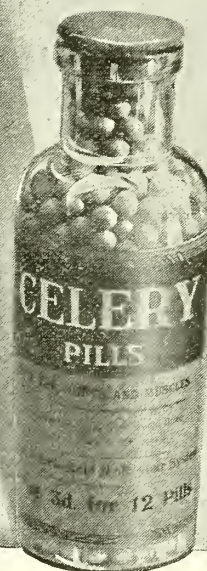
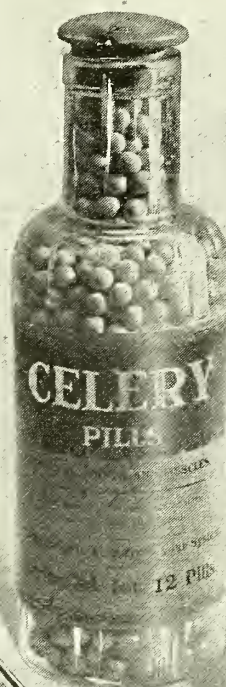
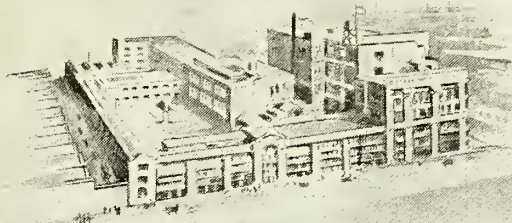
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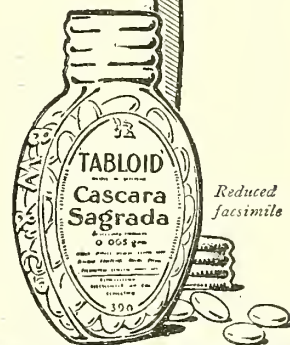
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# English and Welsh News

## Committee on Foods

The Minister of Health and the Secretary of State for Scotland have appointed a Committee to inquire into the working of the law as to the composition and description of articles of food other than milk, and to report what alterations, if any, in the law or its administration appear to be desirable. The members of the Committee are:—Sir Frederick J. Willis, K.B.E., C.B., J.P. (chairman), Mrs. J. L. Adamson, Mr. W. Barratt, Mrs. E. Beck, Mr. J. N. Beckett, Mr. G. A. Birse, Mr. H. F. Carhill, Mrs. M. E. Cottrell, Mr. A. T. A. Dobson, Mr. H. E. Goodby, Dr. J. M. Hamill, Mrs. Jean Roberts, Mr. R. A. Robinson, Mr. H. Shaw and Mr. G. Stubbs, F.I.C. The secretary is Mr. W. J. Peete, of the Ministry of Health, to whom all communications should be addressed.

**Society of Apothecaries of London**

At the Assistants' Examination, held on April 27 and 29, the following candidates were granted the certificate of qualification to act as an assistant to an apothecary in compounding and dispensing medicines:—

Ackland, J. V.	Gray, E. M.	Newman, L. M.
Barnley, F. M.	Hales, H.	Percy, G. I. C.
Brailley, G. G.	Hammond, A. M.	Perry, M. J.
Barrell, H. F.	Holland, E. M.	Porter, R. H.
Chapman, W. A. M.	Hutchinson, M.P.	Rainsbury, M. E. I.
Clement, I.	Jones, M.	Roberts, M. G.
Eaton, B.	Latimer, M.	Ross, M.
Emerson, J. H.	Llewellyn, O. P.	Seanor, G. V.
Fetzer, M. C.	McQueen, S. M.	Simpson, K. M. L.
Foxwell, N.	Markesit, M. G.	Smith, M. F.
Gillott, M.	Martin, C. R. W.	Snell, I. M.
	Mav, C. I.	Welch, A. J.

## Contracts

The following tenders have been accepted by the bodies named:—

Barnsley Public Assistance Committee.—Mr. Charles F. Thackray, Ph.C., Leeds, drugs and dressings.

Merthyr Tydfil Public Assistance Committee.—Mr. T. Jenkins, chemist and druggist, drugs.

Rotherham Public Assistance Committee.—Mr. F. Bingham, chemist and druggist, drugs.

Stockton-on-Tees Public Assistance Committee.—Mr. T. W. Salmon, chemist and druggist, drugs.

## Birmingham

The death is announced of Dr. Robert Samuel Heath, first vice-principal of Birmingham University, who retired from that office in 1918.

Mr. W. B. Grove, late of the Suffolk Street Technical College, has, in conjunction with a colleague, exhibited at the Birmingham Museum and Art Gallery many of the common plants favouring a woodland habitat.

## Manchester

The Old Students' Association of the former Manchester School of Pharmacy have arranged a ramble in the Wilmslow district for the afternoon of Whit Monday, meeting at Lower Mosley Street Bus Station at 1.50 p.m. (Stockport members meet at Mersey Square, 2.20 p.m.). All past students of the school are welcomed.

-Mr. Harry Brindle, B.Sc., Ph.C., was one of the four successful candidates in the recently held examination for the Fellowship of the Institute of Chemistry in Branch E (the chemistry and microscopy of foods, drugs and water). Mr. Brindle, who is a member of the Board of Examiners of the Pharmaceutical Society, was formerly principal of the Manchester School of Pharmacy, and is now lecturer in Pharmaceutical Chemistry in Manchester University.

## Sheffield

Owing to illness both Mr. C. W. Hobson, president of the Sheffield Pharmaceutical and Chemical Society, and Mr. C. H. Hallatt are away from business.

$$B \quad B^*$$



Arrangements are being made for a chemists' outing to Dovedale, and those intending to join the party should notify either Mr. Kirman or Mr. C. Piper as soon as possible.

A presentation is to be made to the colonel under whom, as commanding officer of the 3rd Northern Territorial R.A.M.C., many Sheffield pharmacists served during the war.

Past and present students with the staff of the Chemistry Department of the Sheffield University are presenting a clock, to be placed in the University sports pavilion, in recognition of Professor Wynn's services in connection with University sports. Professor Wynn has been an examiner in chemistry to the Pharmaceutical Society.

Mr. John Austen, Ph.C. (managing director of G. T. W. Newsholme, Ltd.), was the chief speaker at Longshaw Lodge, on May 16, when the Sorby Scientific Society held a meeting of local scientists to do honour to the late Dr. Henry Clifton Sorby, F.R.S., the one hundred and fifth anniversary of whose birth fell on that day.

### Miscellaneous

A "SHOPPING AND AVIATION WEEK," commencing on June 21, has been organised by the Bideford Chamber of Trade and another local body.

**POISON - LICENCE APPLICATION.** — Welford-on-Avon Growers, Ltd., Welford-on-Avon, have applied to the Warwickshire County Council for a licence to sell agricultural and horticultural poisons.

**WINDOW SMASH.** — Mr. G. O. Jones, chemist and druggist, Treharris, had a shop window broken on May 15 by a motor-van. Mr. Stephens, an assistant, was pinned between the wreckage and the counter; Mr. Jones jumped clear just in time.

**STUDENTS COLLECT FOR HOSPITALS.** — The Nottingham University students held their annual "Rag," on May 2. A feature was the capturing and holding to ransom of the Lord Mayor of Nottingham. It is estimated that the Nottingham hospitals and various institutions will benefit to the extent of £2,400—a record.

**GIFT SCHEMES.** — A further reference to the nuisance of gift schemes was made at a retailers' meeting held at Blackburn on May 15. It was stated that there was a possibility of legal action following cases in which such gifts took the form of silverware and were distributed by a tradesman not holding a plate-dealer's licence.

**COLLEGE EVENT.** — The twentieth annual athletic sports of the Bradford Technical College were held on April 28. The Chemistry and Pharmacy Department gained the Armitage challenge cup as champion department for the second year in succession, and also the Priestley shield for the one-mile relay race. Mr. A. H. Boswell (Pharmacy Department) again won the Richardson challenge cup for the champion athlete.

**FAIRCHILD SCHOLARSHIP.** — Candidates for the examination for the Fairchild scholarship and prizes are reminded that June 1 is the last day for entry. Should any candidate have sent a birth certificate or other papers to the Pharmaceutical Society in connection with any other examination, the Fairchild trustees will be able to verify such particulars on being so informed, the application form being filled in as usual. The secretary to the trustees is Mr. Herbert Skinner, Albert Chambers, 65 Holborn Viaduct, London, E.C.1.

**SAFETY IN THE CHEMICAL INDUSTRY.** — The first chemical session ever held in this country in connection with the safety movement took place at Leeds on May 12, as the first item on the programme of the National Safety First Week arranged by the National "Safety First" Association. The chemical session was organised by the Association of British Chemical Manufacturers, the chairman of which (Dr. E. F. Armstrong) presided at the meeting. The subject of the discussion was the cleaning and repair of plant and vessels containing dangerous materials. The subject was introduced by

Mr. J. Davidson Pratt, general manager of the Association, and among the speakers was Mr. G. B. Jones (works manager, Dalton Works of Imperial Chemical Industries, Ltd.).

**IN THE COURTS.** — At Grays, on May 15, Mr. Percival Rose, chemist and druggist, Tilbury, was fined 20s. for failing to keep certain drugs in a locked receptacle as required by the Dangerous Dugs Act. — At Truro, on May 18, Timothy Whites (1928), Ltd., chemists, were summoned for having obstructed the pavement outside their premises in St. Nicholas Street, by allowing goods to remain there for an unreasonable length of time. The case was dismissed on payment of costs. — At the Central Criminal Court, London, on May 20, Theophile J. B. Desnos, manufacturing chemist, Peckham, S.E., was sentenced to twelve months' imprisonment in the second division, and was ordered to pay the costs of the prosecution, for making false income-tax returns. It was stated for the prosecution that the defendant was the sole director of the Tasmanian Eucalyptus Oil Co., Ltd., and that there had been a loss to the revenue of £58,000, less £35,200 repaid.

**LONDON GROCERS UPHOLD PHARMACY AND POISONS BILL.** — At an emergency meeting of the Greater London Council of Grocers' Associations, held on May 13, a Mr. J. Hair, explaining the Pharmacy and Poisons Bill, said that it had been brought forward by the Home Office to clear away the difficulties under which the grocer and oilman existed in having had to sell to the public many disinfectants which were inefficient for their purpose. There was one provision in it which he thought they should try to get amended, and that was the clause which proposed to set up a Board which would make recommendations to the Home Office; 33½ per cent. of the representation of that Board would go to the chemists, but there was no provision for any representation of the grocery or hardware trades, who were vitally affected. The following resolution was agreed to: — "That this meeting of the Greater London Grocers' Council, comprising thirty-seven grocers' associations and representing 3,000 grocers and allied traders in Greater London, gives their unanimous support to the Pharmacy and Poisons Bill, as it considers the Bill removes many anomalies, provides increased facilities to the public, and is but common justice to the grocery and allied trades."

## Scottish News

### Brevities

Mr. Frank Hart has been appointed a representative in Scotland of Messrs. Hebden, Albany Works, Halifax.

Ex-Provost William Smart, chemist and druggist, has withdrawn from the political arena in East Fife, and will not be a candidate at the next general election.

"But surely it won't be like this?" was the heading of a cartoon recently published in the Glasgow "Bulletin," depicting a would-be poisoner extracting poison from a penny-in-the-slot machine.

The Edinburgh Chemists', Assistants' and Apprentices' Association will hold a botanical excursion to Musselburgh on May 27, meeting at the Waverley Station at 6.30 p.m. Entries for the Association's prize competitions must be sent to the secretary not later than the following dates: — McDonald (elementary), May 29; Dey (physics and chemistry prize), June 5; Cumming (practical pharmacy prize), June 10.

A Scottish correspondent writes: — "A Scottish doctor, recently returned from a sojourn in England, states that he was appalled at the so-called dispensing in doctors' surgeries south of the border. He witnessed 'Adam's scale-pans' (palms of the hands) used in guesswork for sodium salicylate, etc., in filling patients' bottles. Scales and verified measures were at a discount, yet the charges put the average chemist's prices in the shade."



## Irish News

### Brevities

Mr. John F. Grimes, Ph.C., Pomeroy (a member of the Council of the Pharmaceutical Society of Northern Ireland), is confined to bed as the result of an accident when he slipped and fell, injuring his knee.

A requiem mass for the late Mr. Thomas J. Doyle, P.C., a member of the Council of the Pharmaceutical Society of Ireland, was celebrated on May 12, at the request of his colleagues in the Council. The president of the Society (Mr. Denis J. Nugent), the vice-president (Dr. Michael Ryan) and other members of the Council, with the registrar (Mr. James J. R. Kerr) attended.

Two past-presidents of the Pharmaceutical Society of Northern Ireland took part in a reception to British journalists, held in Armagh on May 7. The guide, on a visit to Armagh Observatory and Cathedrals, was Mr. A. C. McBride, Ph.C., while at the dinner given by the citizens the toast of "The Ulster Tourist Development Association" was responded to by Mr. Fred Storey.

An Apprenticeship Bill was read a second time in Dail Eireann on April 30. Mr. McGilligan, Ministry for Industry and Commerce, explained that, on application being made by employers or employees in any trade, the Ministry would declare that trade a "designate trade." Areas would then be scheduled and committees set up, with the result that regulations concerning hours, wages and so forth would be made.

Speaking on the Ministry of Labour estimates in the Northern Parliament on May 13, the Right Hon. J. M. Andrews, Minister of Labour, said that during the year the Department had taken up the administration of medical benefits. There were in Northern Ireland 360,000 insured workers, and it was estimated that in sickness, disablement and medical benefits the sum of £796,000 would be disbursed this year. He was glad to be able to say that he knew the medical benefits measure was working sympathetically, and, on the whole, very satisfactorily; the scheme was being worked by 476 doctors and 400 chemists, and complaints had been very few.

### Belfast

A deed of arrangement has been executed by Mr. Fred Williamson, trading as J. Williamson, druggist, 167 Cromac Street, Belfast. Secured or partly-secured creditors claim £75, unsecured liabilities amount to £1,025, with estimated net assets £205. Amongst the creditors are:—T. McMullan & Co., Belfast, £360; Shaw & Jamieson, Ltd., Belfast, £103.

The quarterly report of the Belfast public analyst (Mr. J. Harold Totton) states that nine samples of medicine, compounded from the same prescription, were submitted during the quarter. One sample contained 39.2 per cent. excess of potassium iodide, and was deficient in sodium salicylate to the extent of 14.75 per cent. Two samples were deficient in potassium iodide to the extent of 39.6 and 16.4 per cent. respectively. The remaining six samples were found to be correct.

## Business Changes

TIMOTHY WHITES (1928), LTD., have opened a new branch at 37 High Street, Weston-super-Mare.

MR. A. E. KING, chemist and druggist, has purchased the business of Eastville Chemists, Ltd., 408 Stapleton Road, Bristol.

THE new address of Mr. L. G. CROFTS, Midland representative of Parke, Davis & Co., is 81 Doveridge Road, Hall Green, Birmingham.

MR. H. K. WOODWARD, Ph.C., has transferred his pharmacy from 7 Bull Green, Halifax, to his other premises at 29 Commercial Street.

## Sporting Events

THE Victoria Day competition of the Edinburgh Pharmacy Golf Club was played over the course of the Burntisland Club and resulted as follows:—(1) D. Barrie, (2) W. Stewart, (3) A. McDougall, (scratch prize) D. Barrie.

In a football match between Exeter chemists and Evans, Gadd & Co., Ltd., played recently, the former won by two goals to one. At half-time scores were equal, but during the second half Perry scored for the chemists, who maintained their lead for the remainder of the game.

THE first rink game of the Glasgow Pharmacy Club (Bowling Section) was played on Belvidere bowling green on May 12. The winning rink was that of Mr. W. J. Moffat (skip) assisted by Messrs. D. Dick, Jas. W. G. McMaster and D. Edgar, the score being 24—9 against Mr. G. Jarvie's rink. On the call of Mr. Moffat a cordial vote of thanks was accorded to the directors of the green, and also to Mr. Peebles (president of the Section), who gave the prizes.

THE London Chemists' Golfing Society held a meeting at Farnham on May 17; twenty-nine members competed. The weather was fair, and most of the players completed two rounds. Mr. G. F. Deeth won the Rowland Staggs prize and Mr. R. A. Daniel the Leichner cup. The leading scores were as follows:—

G. F. Deeth ...	87—9=78	E. G. Nice ...	98—15=82
R. A. Daniel ...	84—5=79	W. E. Swanston	100—18=82
C. A. Hopkins	95—14=81	G. Hughes ...	97—14=83
M. W. Carmichael	91—9=82	J. Jones ...	95—11=84
R. R. Coates ...	98—16=82	W. M. Deeth ...	94—8=86
H. Culmer ...	96—14=82		

THE second annual three-day tournament of the Irish Chemists' Golfing Society was held at Lahinch Golf Club on May 4, 5 and 6. A cheery party left Dublin on May 3, arriving at Lahinch to be greeted by chemists from Cork, Limerick, Galway, Sligo, Tuam, Boyle, etc. The Dublin party included Mr. P. Larkin (captain for 1931). Mr. D. J. Nugent (president of the Pharmaceutical Society of Ireland) also met the party. The splendid prizes presented by the wholesalers and manufacturers were greatly admired. The following are the results of matches played during the three days:—

*Monday:* 18-holes foursome (winners), A. D. Davidson and E. McManus, (runners up) J. Costello and J. Whelan; 18-holes strokes (1) S. Whelan, (2) E. McManus, (sealed prize) T. Costello.

*Tuesday:* 18-holes strokes, (1) J. Fitzpatrick, (2) J. Gorry; four-ball v. bogey, (1) J. Ryan and S. Savage, (2) J. Costello and P. Kavanagh.

*Wednesday:* 18-holes strokes, (1) J. Costello, (2) T. Toher, (3) P. Kavanagh. *Thursday:* 18-holes strokes, (1) A. F. Roche, (2) J. J. Roche.

On Wednesday evening a dinner was held at the Aberdeen Arms Hotel. Mr. P. Larkin (captain) presided and welcomed the members and guests. The prizes were presented by Mrs. Wickham, wife of the secretary of Lahinch Golf Club. Musical items were contributed by Mr. D. J. Nugent, Mr. McGrotty (Ennistymon), Mr. A. F. Roche, and Mr. Stradling. Hearty votes of thanks were accorded to the donors of the prizes and to Lahinch Golf Club for the use of the course. The following is a list of the prizes and prize-winners:—Captain's prize, J. Costello; Maw cup, A. D. Davidson; Palmolive prize, T. Toher; Hanna cup, E. McManus; Harwood prize, S. Whelan; Delmas' prize, S. Savage; Coty prize, P. Kavanagh; Erasmic cup, J. Gorry; Atkinson's prize, E. McManus; Houbigant prize, J. Costello; McLean's prize, A. F. Roche; Bob Martin's prize, J. Fitzpatrick; Evans' prize, J. Whelan; Johnson & Johnson's prize, J. Ryan; Mentholatum prize, J. J. Roche; Boileau & Boyd's prize, J. Costello; Allen & Hanbury's prize, T. Costello; Heath Bros.' prize, P. Kavanagh; Michelin's prize (for best gross), J. Gorry; President's prize (for best performance), J. Costello; Vice-President's prize (for best card), A. F. Roche.



## Legal Reports

**Irregular Sales of Poison.**—At Birmingham Police Court, on May 19, twenty-nine summonses were heard relating to offences under Section 17 of the Pharmacy Act, 1868, alleged against three companies and eight persons. Mr. H. Glyn-Jones, barrister, prosecuted on behalf of the Pharmaceutical Society. Mr. Glyn-Jones said that all the defendants had licences under Section 2 of the Poisons and Pharmacy Act, 1908, to sell certain poisonous substances for use in agriculture and horticulture. The articles sold in most of the cases were preparations containing nicotine. The conditions under which sales must be made were brought to the notice of every licence-holder at the time he received his licence, and one of the regulations made in 1911 provided that not only the employer or corporate body should be licensed, but also the individual employee or assistant who actually handled the poisonous substance. In some of the cases now before the Court the sale was made by an unlicensed assistant without supervision of any kind. When substances of this kind were left lying about in potting sheds and greenhouses to which possibly children or animals might have access, it was desirable that the regulations should be strictly and carefully complied with so that in the event of misuse, whether accidental or deliberate, those making inquiry could find out where the substance had been bought, who bought it, and for what purpose it was said to be bought. Summonses against Yates & Sons, High Street, Cheltenham, with a business in Old Square, Birmingham, and against Proffitt & Westwood, Stratford Road, Birmingham, were taken first. Mr. Glyn-Jones said the extent of the breach in the case of Messrs. Yates was less than in most of the other cases. The offence charged was that of selling poison to a person not known to the seller. To the credit of Messrs. Proffitt & Westwood it should be said that they did keep the substance in a locked cupboard, which was more than most of the defendants did, but there was no name and address of the seller on the packet they handed over. In defence, Mr. E. H. Kenshole said the lady who made the purchase on behalf of the Pharmaceutical Society from Messrs. Yates's shop first obtained the confidence of the shop assistant by purchasing ranunculus bulbs and then asked for a fumigator. The assistant who supplied the bulbs refused to comply with her second request because he was not licensed, but he spoke to another employee who was licensed, and this man supplied the substance. It was quite clearly labelled "Poison" and was sealed up, and his instructions were that the shreds contained less nicotine than was contained in one ounce of tobacco. At the moment there was a Poisons and Pharmacy Bill before Parliament, and it was this, he thought, that had caused the Pharmaceutical Society to take sudden action. Messrs. Yates obtained the purchaser's name and address, even her occupation, and she signed the poisons book. The only offence they committed was that they did not know the person to whom they made the sale. They had been in business for many years and had never before been prosecuted. It was a very small matter. With regard to the case against Proffitt & Westwood, Mr. Kenshole pointed out that the substance was contained in a carton sealed at both ends and labelled "Poisonous Compound." The offence here was that the seller did not know the person to whom the sale was made. She was, however, asked what she wanted the substance for, and as the poisons book was not available at the moment she signed a slip of paper so that her name and address could be entered in the book later. The offences alleged against C. B. Thomson & Co., High Street, Birmingham, were selling poison to a person unknown to the seller and selling a package containing poison not labelled with the name and address of the seller. Mr. Sheppard, pleading "Guilty" on behalf of the firm, said with regard to the absence of the name and address of the supplier the package sold happened to be taken from a new consignment which had not been in the shop more than twenty-four hours, and there had been no time to affix the name and address of the firm. His clients had been in business since 1790, and this

was the first summons they had received. Against Martin Hughes, Westfield Road, Edgbaston, the offence alleged was not having the package labelled with the name and address of the seller. Mr. Glyn-Jones explained that the defendant was a nurseryman and seedsman, who sold horticultural requisites from a shed adjoining his nursery garden. A solicitor appearing on behalf of Hughes said the stuff was kept merely for the convenience of customers, and his client was not aware that it was necessary to label it under the Act. The cones were labelled "Poison," and nobody could be deceived. Robert Austin Morris, Bristol Street, Birmingham, was charged with selling Auto-Shreds to a person unknown in a package which did not bear the name and address of the seller and was not labelled "Poison." In pleading "Guilty," Morris said the article was kept in a locked cupboard, but there happened to be one package in the window for show, and this his wife sold while he was engaged. The allegation against Edwin Appleby, Soho Road, Handsworth, was that he sold Auto-Shreds in a package which did not bear the name and address of the seller and was not labelled "Poison," to a person who was unknown to him. Appleby, who pleaded "Guilty," pointed out that the package had on it the words "Poisonous Substance." The only case in which formal evidence was called was that against Albert Winston Lycett, Station Road, Stechford, who was alleged to have sold MacDougall's Insecticide to a person unknown to him, and in a packet which did not bear the name and address of the seller. Evidence of the purchase was given by an inspector employed by the Pharmaceutical Society, and Mr. P. A. W. Self, B.Sc., analytical chemist, Chancery Lane, London, E.C., said the insecticide contained 6 per cent. of nicotine. Asked what was a fatal dose of nicotine for an adult non-smoker, Mr. Self said there had been few known cases of poison by nicotine and a fatal dose had never been exactly determined. It had been estimated at about  $\frac{1}{10}$  gr., and there was about 60 gr. in the sample purchased. Thomas Henry Tredwell, Warwick Road, Sparkhill, was charged with selling a packet of Auto-Shreds to a person unknown and in a package not labelled with the name and address of the seller. The defendant explained that in his case the sale was made by an inexperienced girl during his absence. Dealing with the cases, the stipendiary magistrate said he did not think it expedient to impose any penalty, but the defendants must pay costs amounting to £1 11s. 6d. in each case. The statute must be observed in future, or it would be necessary to visit offences of this kind with substantial penalties.

## Gazette

### Partnerships Dissolved

BLACKBURN, S. R., and THOMPSON, W. A., 2 Woodlands, Front Street, Burnopfield; Market Lane, Swalwell; Dewhurst Terrace, Sunnyside, Durham; and 6 King's Road, North Ormesby, Middlesbrough, York, chemists and druggists, under the style of Blackburn & Thompson.

CHAPMAN, G. E., 50 Sycamore Road, Smethwick, Stafford, and VARDON, A. R. H., 116 Church Lane, Smethwick, carrying on business at 166 Church Lane, Smethwick, chemists and ophthalmic opticians, under the style of G. E. Chapman.

### Bankruptcy Acts

#### RECEIVING ORDERS AND ADJUDICATIONS

SMITH, A. H., Hazeldene, Hatley Gardens, South Benfleet, Essex, late of 41 and 41A Rectory Grove, Leigh-on-Sea, wholesale perfumer.

TYLER, A. B., 33 Prince of Wales Crescent, Kentish Town, London, N.W.1, proprietor of drug store (retail).



## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office.**

**SHOESMITH & Co., LTD. (P.C.).**—Capital £2,000. Objects: To carry on the business of wholesale and retail manufacturing chemists. R.O.: 65 Trossachs Street, Glasgow.

**G. GRAVE, LTD. (P.C.).**—Capital £250. Objects: To acquire the business of a chemist carried on by G. Grave at Leigh-on-Sea, Essex. The permanent directors are: G. Grave and Mrs. Mary I Grave.

**MAXENT CHEMICAL Co., LTD. (P.C.).**—Capital £100. Objects: To carry on the business of wholesale and manufacturing chemists and druggists, etc. The directors are: M. A. J. M. St. Ludger and J. M. McKenzie. R.O.: 109 Colmore Row, Birmingham.

**RAYS CHEMISTS, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of a chemist and druggist at 82 Lower Marsh, Lambeth, S.E. The directors are: L. Sumray, Mrs. Rachel Sumray and J. Jenkins. R.O.: 82 Lower Marsh, Lambeth, S.E.

**SOLOMIA-SOLO, LTD. (P.C.).**—Capital £1,250. Objects: To carry on the business of manufacturers of and dealers in insecticides and fungicides, etc. The first directors are: Z. I. Solomides and S. J. Croucher. Solicitor: W. J. Watts Miller, 8 and 9 Essex Street, W.C.2.

**SCOTTISH SODA CRYSTAL MANUFACTURERS' ASSOCIATION, LTD. (P.C.).**—Capital £100. Objects: To carry on the businesses of chemists, druggists, etc. The directors are: G. A. Grant, W. Gardiner, R. W. McAlley, D. A. Peebles and D. Willox. R.O.: 87 St. Vincent Street, Glasgow, C.2.

**G. W. BARTON & Co., LTD. (P.C.).**—Capital £4,000. Objects: To acquire from G. W. Barton the business of a bottle manufacturer carried on by him at South Shore, Gateshead-on-Tyne, as "G. W. Barton & Co." The directors are: G. W. Barton, Ada M. Barton, Ada Barton, L. F. Kenney and F. Drake.

**TABARD PHARMACY, LTD. (P.C.).**—Capital £300. Objects: To carry on the business of retail chemists and druggists, chemists' and druggists' sundriesmen, vendors of patent medicines, etc. The permanent directors are: J. Basil, M.R.C.S., L.R.C.P., and A. Tossounian. Solicitors: Grimes, Madge & Lloyd, 20 Bell Lane, Gloucester.

**J. PERRY & Co. (ACCRINGTON), LTD. (P.C.).**—Capital £2,000. Objects: To acquire the business of a botanical herbalist, manufacturer of mineral waters and fruit cordials, etc., carried on by J. Perry as "J. Perry & Co." at Back Owen Street, Accrington. The directors are: J. Perry and W. R. Perry. R.O.: 36 Back Owen Street, Accrington.

**W. J. JONES & Co., LTD. (P.C.).**—Capital £3,000. Objects: To acquire the business of a wholesale and retail chemist, etc., carried on by W. J. Jones at 30 Mardol, 9 Wyle Cop, and 7 Castle Gates, Shrewsbury. The first directors are: W. J. Jones and H. J. Jones. Qualification: £100. Remuneration of W. J. Jones as managing director, as fixed by the company.

**BRITISH SURGICAL INDUSTRIES, LTD. (P.C.).**—Capital £10,000. Objects: To carry on business as manufacturers of and dealers in surgical, medical, ophthalmic, dental and veterinary instruments, etc. The first directors are: H. Green, A. Johnson, J. H. Newsham-Taylor, A. Welpy and J. A. Greene. Solicitors: Bulcraig & Davis, Amberley House, Norfolk Street, W.C.2.

**LEWIS, PEAT, LTD.**—The report for 1930 shows a debit balance of £20,890 (against profit of £4,809), which, together with the preference dividend, £8,719, paid June 30, makes a total of £29,609. Deducting re-

serve and credit balance at December 31, 1929, of £16,556, there remains a debit of £13,053 carried forward.

**UNITED CHEMISTS' ASSOCIATION, LTD.**—The annual report for the year ended March 31, 1931, states that a full year's dividend of 7½ per cent. has been paid on the preference shares. The balance disposable is £9,394 12s. 5d. (after charging in the accounts for the year under review £2,234 16s. 4d., being the amount written off plant and motors) which your directors recommend be dealt with as follows:—(a) A dividend at the rate of 12½ per cent. per annum on the founders' shares. (b) A dividend at the rate of 7½ per cent. per annum on the ordinary shares. (c) To reserve £1,000. (d) Subject to such directors' remuneration as may be voted by the members, to carry forward the balance. The payment of bonus on wages earned by the employees has been provided for and charged in the accounts before arriving at the balance disposable. The retiring director is Mr. G. W. Evans, who being eligible offers himself for re-election.

**HEPPELS, LTD.**—The statutory first meetings of the creditors and shareholders were held on May 19 at the Holborn Restaurant, London, W.C. A compulsory winding-up order was made against the company on March 30. Mr. E. T. A. Phillips, Official Receiver, reported that the company was incorporated in February 1924 with a nominal capital of £250,000, subsequently increased to £500,500, and was formed to acquire a number of businesses then carried on in the name of "Heppells" and other trade names. The issued capital was £353,906. The purchase price of £230,000 was paid in cash. A prospectus was issued in February 1924, inviting subscriptions for 150,000 seven per cent. cumulative participating preference shares of £1 each at par and 95,000 ordinary £1 shares at 21s. 6d. As a result of the issue there was left unissued, not underwritten, 30,940 ordinary shares of £1 each. By the middle of 1924 the company found it necessary to obtain a loan of £65,000 from its bankers on the security of first mortgage debentures. Further capital was subsequently raised by similar means and from other sources. The trading accounts showed profits of about £20,000 per annum up to March 1929, but a loss of £79,373 for the following year, due chiefly to writing £43,278 off the stock and writing off other items. Dividends at the rate of 7½ per cent. per annum were paid half-yearly on the preference shares from October 1924 to March 1929. A dividend of 7 per cent. per annum was also paid on the ordinary shares in October 1925, in respect of the period from incorporation to April 30, 1925. In 1926 the company acquired other pharmacy businesses, and entered into an agreement to acquire a controlling interest in the share capital of an Egyptian company, with a view to extending the business to Egypt and Palestine. The company being unable to discharge its indebtedness to its bankers, the Court, on February 17, 1931, appointed Mr. Maurice Jenks, C.A., receiver on their behalf as first debenture holders. A receiver was also appointed on behalf of the second debenture holders. The accounts lodged by the managing director showed assets £233,544, and, after deducting preferential claims £7,354 and debenture claims £114,267, there remained an estimated surplus of £111,923 to meet the unsecured liabilities of £44,338. The receiver for the debenture holders was of opinion that there was no prospect of any surplus becoming available for distribution among the unsecured creditors or the shareholders. The failure was attributed to the purchase of shares in the Egyptian company and various businesses when the company had no funds available for the purpose; to insufficient working capital and excessive overhead expenditure; to interest charges and other causes. Mr. Phillips added that, in his opinion, the principal cause of the failure was the transaction in the shares of the Egyptian company. "This," he said, "is not the first example of a thoroughly sound and successful business coming into my hands as the result of the activities of company promoters." The liquidation was left in the hands of the Official Receiver and a committee of inspection.



# Insurance Chemists' Claim Struck Out

IN the Chancery Division of the High Court, London, on May 15, before Mr. Justice Farwell, the Minister of Health moved to strike out the statement of claim in an action brought by the Retail Pharmacists' Union against the Minister, on the ground that it disclosed no reasonable cause of action. The Attorney-General (Sir William Jowitt, K.C.) and Mr. C. Stafford Crossman appeared for the Ministry; and Mr. J. F. W. Galbraith, K.C., and Mr. H. Glyn-Jones were for the Union.

## Case for the Minister

The Attorney-General explained that the Minister of Health was charged with the administration of the National Health Insurance scheme, part of which provided that insured persons might have free drugs and appliances supplied to them. In 1927 or 1928 the Minister entered into an arrangement with the Retail Pharmacists' Union with regard to the terms under which the drugs should be supplied. It was understood or agreed—although a contract was alleged in a half-hearted way—that those terms should apply for six years, and the plaintiffs alleged that the Minister, notwithstanding the fact that the six years had not elapsed, proposed to alter the terms of the contract which had been made. The Minister was, by the Act, given the powers of delegated legislation; he had to make regulations, and he could from time to time make or alter the regulations. It was impossible as a matter of law for a person who was charged with legislative duties or powers to enter into a contract by which he would bind himself not to exercise the legislative powers which had been conferred upon him. The Attorney-General said he was going to submit that that action was entirely misconceived, and if there was any breach of contract the remedy must be by petition of right. Secondly, he said the contract relied on was bad on the face of it, because they could not have a contract by a person whose function it was to make regulations which, subject to their lying on the table of the House of Commons for a certain amount of time, might be challenged and cease to have effect. Counsel went on to outline the provisions of the National Health Insurance Act, 1924, and said that Section 24 (5) provided that Insurance Committees should make arrangements with persons who supplied drugs—retail chemists—and the machinery by which that was to be carried out was by means of Regulations which were to be made by the Minister of Health, and the power to make those arrangements included the power to vary them. There was a provision that a chemist should not give or offer to any person any gift or reward (whether by way of a share or dividend on the profits of the business or by way of discount or rebate or otherwise) as an inducement to or in consideration of his presenting an order for drugs or appliances on a prescription form provided by an Insurance Committee. That was the clause which the Minister of Health was threatening to strike out of the Regulations. His lordship would not find in the Regulations any stipulation that they should remain in force for any stipulated period of time, but it was said in the statement of claim that there was such an understanding if not an agreement.

## THE STATEMENT OF CLAIM

The statement of claim set out that each of the plaintiffs carried on business as a chemist and druggist, and that each had agreed with the Insurance Committee for the area in which he carried on business to supply drugs and appliances to insured persons. Each of the agreements between plaintiffs and the Insurance Committee incorporated the terms of the Regulations for the administration of medical benefit made from time to time by the Minister in exercise of the powers conferred upon him by the Act. The plaintiffs

were members of the Retail Pharmacists' Union, a body with which the Minister had habitually consulted as being representative of the general body of persons supplying drugs and appliances to insured persons under the Act. Prior to August 1, 1927, the statement of claim proceeded, each of the plaintiffs, and every other person who had contracted with an Insurance Committee was entitled to be paid in full for such drugs or appliances supplied to insured persons. By letters dated April 26, 1927, and May 11, 1927, the defendant invited the Retail Pharmacists' Union to agree to an alteration in the method of remunerating insurance pharmacists, namely, that they should collectively accept the total liability for the supply of such drugs, etc., as might properly be ordered for insured persons, and in return should receive and divide between them in due proportion a sum of 2s. 9<sup>3</sup>/<sub>4</sub>d. per head of the insured persons, subject to certain deductions set out in the letters. By the letter of May 11, 1927, the defendant offered to agree that the altered method of remuneration proposed should endure for a term of six years from January 1, 1927, in order that insurance pharmacists might have an opportunity to recoup themselves for any possible losses in the initial period. By a letter dated June 2, 1927, the Retail Pharmacists' Union agreed to the proposed alteration, subject to certain stipulations, including in particular a stipulation that the defendant should procure the insertion into the contract of every insurance pharmacist of the provision forbidding the giving or offering of gifts or inducements to insured persons who brought prescriptions to him. By letters dated July 29, 1927, October 20, 1927, and November 18, 1927, the Minister agreed to the stipulation with certain modifications to which the Union assented, and the altered method of remuneration was brought into operation. Pursuant to the agreement and relying on the promise that it should endure for six years from January 1, 1927, the Union notified all insurance pharmacists of the proposed change, and induced them to agree to it. During the year ended December 31, 1927, it was alleged, the sum available for distribution among insurance pharmacists was insufficient to pay in full for the drugs and appliances supplied by them to insured persons, whereby all insurance pharmacists suffered loss. Notwithstanding that the period of six years had not expired, the defendant, in breach of the alleged agreement, had threatened by letters dated January 23, 1931, and March 2, 1931, and intended, unless restrained by the Court, to alter the contracts of insurance pharmacists without their consent by deleting therefrom the proviso prohibiting gifts or inducements to insured persons. A declaration was claimed that upon the true construction of the agreement the defendant was not, and would not be until December 31, 1932, entitled to alter the contracts entered into by the plaintiffs with the Insurance Committees for the respective areas in which the plaintiffs carried on business, and they asked for an injunction restraining the defendant from altering the terms of the contract until December 31, 1932. "If your lordship could extend the injunction still further," added the Attorney-General, "and forbid all legislation, some of us would get a longer holiday than we do at present." (Laughter.) There was a broad principle, he submitted, that an action could not be brought against a servant of the Crown for what he did as such.

Mr. Justice Farwell: It seems an astonishing proposition that the Courts have jurisdiction to restrain a Minister of the Crown from doing something which an Act of Parliament has expressly given him power to do.

The Attorney-General: You cannot dodge the requirements of a petition of right, and by this form of action attack a Minister who is acting ministerially. A Minister cannot contract himself out of the legislative powers conferred upon him, and there can be no consideration for a contract such as is alleged here.



### Case for the Plaintiffs

Mr. Galbraith, opening the case for the Union, submitted that there was here a very substantial matter to be tried. "This case affects over 10,000 chemists all over the country," he said, "and I think it is a matter of general importance, therefore." The present application was not based on well-established principles of law, and this mode of application did not seem a proper or convenient course, having regard to the reasonable protection of the interests of the persons concerned. The bargain arrived at prevented people like co-operative societies from getting an unfair advantage over the ordinary pharmacist, and it gave everybody a fair opportunity of getting custom without inducements of any kind. That bargain had been acted upon by the pharmacists, who had in fact made a loss in some years, and they looked to this bargain to recoup themselves for the loss which they had made. In that, he submitted, there was ample consideration for the contract. He did not expect to hear it suggested in the Court that a Minister, having made a bargain, was entitled to repudiate it and to suggest that any agreement made between a Minister and his Majesty's subjects was one which he could alter for his benefit, although they were bound by it. "We are very much in the dark as to what is going to be done by the Minister, and I submit that until the facts are known your lordship cannot come to the conclusion that what is proposed to be done is a *bona-fide* exercise by the Minister of his powers to make Regulations. Quite frankly, one is a little startled to hear the first Law Officer of the Crown suggest that a Minister may break a Regulation which he has made, which has been entered into for ample consideration, which has been acted upon by over 10,000 people to their detriment, and which is now said to be waste paper. I ask your lordship to come to the conclusion that what is proposed to be done is not a *bona-fide* exercise of the Minister's powers to make regulations."

### Judgment

Mr. Justice Farwell, giving judgment, said the motion was put on three grounds. First, that it was an action against a servant of the Crown acting as such; and that being so, on well-known principles which were clearly established, the act of the servant was in effect the act of the Crown, and no action of that kind would lie against the Minister, who was the servant of the Crown, but if any action could be brought it must be brought against the Crown in the only way in which an action of that kind could be brought, namely, by petition of right. Secondly, it was said that the action was one which in any case could not succeed because in effect the Court was being asked to say that the Minister could contract himself out of his statutory duties and powers, and that on the statement of claim in that action the defendant was in effect fettered in exercising the powers conferred on him by Parliament. That being so, it was something which was completely *ultra vires*, and an act which he could not do. The Court, it was said, would not grant an injunction to restrain the defendant from exercising the duties and powers laid upon him by Parliament. Finally, it was said that the statement of claim did not show any consideration for the contract, and that on that ground the contract was not enforceable.

His lordship said he could not stop these proceedings merely because the action was one which he thought was not likely to succeed, or because he thought the plaintiffs had put themselves in a position of great difficulty in getting the relief they sought. He must be satisfied that in no circumstances could plaintiffs be entitled to any relief at all. He could dispose at once of the last point made by the Attorney-General—that no consideration was shown for the contract. It was quite plain no such order as he was asked to make could be made if that had been the case, but that was a matter which could properly be considered when the action came to trial. As to the second point, that the Minister could not have bound himself by any contract in such a way as to prevent him making at

any time Regulations which he thought fit and proper to make in the due exercise of his powers, even though they might apparently be a breach of a contract he had previously made, and that that being so the claim must necessarily be a hopeless one, his lordship said it would not be right for him to stay the action on that ground, nor would it be right to express an opinion as to whether that ground was a good one or was a good defence to any claim that might be made. If that was the only matter before the Court in support of that motion, he would come to the conclusion that he ought not at that early stage to put an end to the action. He thought if that were the case it would be right for the defendant to put in a defence, and, if necessary, have the preliminary question of law determined, but it would not be right to stop the action on that ground alone.

He now came to the first ground raised by the Attorney-General, which was the crux of the matter. That was whether an action would lie against a Minister of the Crown for doing an act which his lordship thought it must be admitted he did as a Minister of the Crown, or was it the true view that any action must be brought against the Crown by other proceedings than an action of that character? Mr. Galbraith had not suggested that as a general principle no action would lie against a servant of the Crown acting as such for any act done by him in that capacity, and that the action must be brought against the Crown in appropriate proceedings. But Mr. Galbraith said that in this case other considerations applied. He said it was expressly provided that the Minister could sue or be sued in the name of the Minister of Health, and that it had been provided that the Ministry of Health should be a corporation sole. In his lordship's judgment the only purpose for which the Ministry was made a corporation sole was expressly stated in the Act, and that was for the purpose of acquiring and holding land. That was not sufficient to take the case out of the well-established rule. That being so, ought he to allow the action to proceed further? He agreed that there were serious questions of law to be considered, and that the matter was of serious importance to a large number of people. The only question he was deciding that day was whether under the Act the Minister of Health could be sued. The question had been fully argued, and he could not see there were any other facts which influenced his decision one way or the other. He had considered the Act as carefully as he could; and, having come to the conclusion that it was not open to the subject to sue the Minister of Health under a contract at all, and that any action he desired to bring must be by petition of right, he thought it would be wrong for him to permit that action to proceed. He would merely be putting the plaintiffs and the defendant to wholly unnecessary expense and an absolute waste of money. If he was right the action could not succeed whatever were the merits of the plaintiffs. The action could not lie, and he would therefore order the statement of claim to be struck out as disclosing no reasonable cause of action, and the action would be dismissed with costs.

Mr. Galbraith asked for leave to appeal. His lordship: Certainly. I give you leave to go anywhere you please.

## Westminster Wisdom

### Notes on Parliamentary Matters

#### PATENT MEDICINES

Mr. Haydn Jones asked the Minister of Health on May 19 whether he proposes to introduce legislation to give effect to the recommendations of the Select Committee on Patent Medicines, whose report was issued in 1914.

Miss Lawrence, in reply, stated that owing to the present state of business, the Government are unable to undertake to introduce legislation on this subject during the present Session.



# Photographic Dealers' Association

## Annual Meeting

THE seventeenth annual meeting of the Photographic Dealers' Association was held on May 14 in the lecture room of the Royal Photographic Society, London, W.C.1. Mr. E. Skues (S.W. London), presided over a gathering which, though necessarily small in comparison with the total membership of 7,300, was representative of the eighty-two local branches of the P.D.A., and which included such well-known names in pharmacy as:—Messrs. Larkin (Blackpool), Hearle (London), Lancaster (Leeds), Lockyer (London), Lomax (Liverpool), Milner (London), J. Smith (Dublin), Spence Culbert (Glasgow), Thonger (Birmingham), Young (Leicester). Mr. Skues reported on the work of the National Council, which has met on six occasions. The following figures representing the paid-up membership, including branch-shops, are interesting:—1927, 550; 1928, 6,150; 1929, 4,900; 1930, 7,289. There are 19,500 retail shops on the revised list of approved dealers issued by the Joint Council, i.e., about 16,000 dealers, after deducting the multiple shops and branches. But this list of 16,000 names includes a large number of retailers doing a very small photographic turnover, and it is believed that the members effect the large percentage of the photographic trade. Mr. Skues said that as we have had to work on the old approved list for membership propaganda purposes some efforts in the past have been mis-directed. All branches will shortly be in possession of extracts from the revised list, giving names of the approved dealers in the area covered by the Branch.

### BRANCHES OF THE P.D.A.

The number of branches has increased during the year from 71 to 83. Live branches are a necessity to this organisation, and especially in relation to reports to the Joint Council relating to additions to and the revision of the approved list. There are comparatively few towns now which have not got a branch of the P.D.A., and those few will have them during the next twelve months, if local members will co-operate with their P.D.A. area councillor. A large number of branches have been visited during the year, either by representatives from head office or by the area councillor. One of the main considerations of the work of the Joint Council during the past year has been the revision of the List of Approved Dealers. All those previously registered have been visited by manufacturers' representatives (or it has been claimed that they have been visited), with the result that 3,600 names have been deleted. The list has now been published, revised and arranged in geographical order, and extracts dispatched to the branches. During last year it was evident that a considerable amount of irregular trading was still going on. The Rules and Standing Orders of the Joint Council were therefore codified and brought up to date and a rule incorporated providing for the prompt suspension of those proved to be breaking the Joint Council regulations. A letter of advice on this matter has been prepared and despatched to all existing dealers. Now that the position has been cleaned up very largely in regard to fully appointed dealers, the work of registering the recognised sub-agents has also been taken in hand.

### CONTROL OF CINÉ GOODS

As it has been found that photographic dealers in certain towns are not prepared energetically to push the sale of ciné goods, the position now is that ciné manufacturers are permitted to open accounts with retailers not on the list of approved dealers if they give satisfactory proof to the P.D.A. Ciné Committee that they cannot obtain adequate ciné representatives in such towns. A similar scheme has been in operation for eighteen months, but only eighty-four accounts have been opened with non-approved photographic dealers.

### PRICE MAINTENANCE

It is a pleasure to report that very few cases occur of price cutting in apparatus or films. With regard to D. and P. prices, a distinct step forward has been made during the past year in the creation of a Joint Committee with representatives of the multiple chemist companies and wholesale finishers. An agreement was reached that prices should be maintained for 1931 by each party represented, and that each should give the other parties notice of any intended variations. An alteration has been made in regard to enlargements, it being found that considerable business may be attracted by reduction in the price of prints from the same negative. Evidence received from the Wholesale Finishers' Association and from our own branches goes to prove that the P.D.A.'s recommended scale is being maintained by a great majority of retailers, but we must not disguise the fact that if price cutting became prevalent wholesale finishers might invoice goods out at a net rate which would seriously add to our difficulties of maintaining the retail scale.

### COMMITTEE ON RESTRAINT OF TRADE

Members will be aware that the Government instituted a special Committee to consider "present trade practices which result in withholding from particular retail traders supplies of goods in which they wish to deal or which prevent the resale of such supplies except upon conditions imposed by the suppliers." A considerable amount of work was involved in the preparation of the memorandum supplied to this Committee by the P.D.A., but at the oral meeting representatives felt that we had been able to present a perfectly good case.

### SPECIAL ADVANTAGES FOR MEMBERS

As there are some 16,000 approved dealers, only about half of which are members of the P.D.A., it is quite obvious that our work, particularly in connection with the regulation of retail sales, is beneficial to all those on the List whether members or not. A special Committee was therefore set up to consider obtaining additional advantages for members only. A snapshot competition was organised last season with the "Daily Express," and it brought additional business to our members' establishments. We are pleased to report that the "Daily Express" have agreed to run a similar competition for 1931. The P.D.A. Price List for D. and P. has been very well taken up by members. We have also issued a permanent sign of membership, and have received orders for 1,000 within the last two weeks.

At the Joint Council Meeting last January your representatives urged the manufacturers to consider the organisation of a National Camera Fortnight which will be run from June 8 to June 20. The slogan adopted is "Take friends and make friends."

The audited accounts were presented by Mr. W. Thompson (West Ham), and showed a slight excess of expenditure over income for the period. A large number of amendments to rules were down on the agenda paper, but after discussion were either withdrawn or defeated. The following were elected as the officials and National Council for 1931-2:—*President*, E. Skues; *Vice-President*, W. Hudson; *Treasurer*, W. Thompson; *Honorary Secretary*, Wallace Heaton; *Council*, H. Brown (Westcliff), M. Behrman (Sunderland), F. E. S. Clarke (Newport, Mon.), W. Spence Culbert (Glasgow), D. Foster (Brighton), T. A. Durkin (Blackpool), G. Knight (Portsmouth), J. Lancaster (Leeds), G. J. Lindsay (Dundee), H. Lomax (Liverpool), H. Mansell (Taunton), J. Smith (Dublin), C. T. Thonger (Birmingham).

Past-presidents serving on the Council include J. G. Chapman (Manchester), A. F. Attwell (Bournemouth), and F. J. Young (Leicester).



# British Empire Trade Exhibition at Buenos Aires

A specially contributed article on an important event

**T**HE first three weeks of the Exhibition showed excellent results. Everyone was pleased. Salesmen were satisfied from the inquiries they had received; the authorities felt they had achieved a great thing. They had. Pessimists were shouting that the public would fall off, so far as entries at the gate were concerned. The newspapers were most friendly to Britain, though the advertising in them was not great. The propaganda of the Exhibition was the public. The Exhibition had advertised itself, which is proved by the fact that the figures have not dwindled down after the first three weeks, but have considerably increased. In other words, the public went and told their relations and friends what a great show it was.

The enthusiasm has been enormous. The stands of Messrs. Yardley, Atkinson and W. J. Bush & Co. (which is combined with that of Potter & Moore, Ltd.) have had crowds round them six deep. Anyone could see that these people said in their own minds, "We want to buy your perfumery because we like it and we like you." The outside onlooker says, "The French, Spaniards, Germans and Americans show something much better in appearance than these methodical British, such as beautifully coloured labels, crystal-glass bottles, enormous coloured advertisements; and yet these Argentines want to buy from the British." If the British manufacturer would only follow these French, Spaniards, Germans and Americans in their ideas of presentation of the goods concerned, he would be able to hold this Argentine market very much better than he has done in the past.

## Perfumery

It is in Pavilion No. 8 that perfumery is chiefly to be found. The exhibit of YARDLEY & CO., LTD., has been a great attraction. It was erected in simple modern style and artistically decorated, and stood out well. The "Old English Lavender" perfumes and toilet requisites were exhibited in great prominence; and as the crowd came up to the stand and were showered with the perfume by two very attractive girls dressed in lavender costume, it became quite an expensive escapade for the boys, who simply had to buy their girls bottles of scent and cakes of soap. On the other side of this pavilion is the stand of J. & E. ATKINSON, LTD., which is constructed in very elaborate style, and consists of a huge panel of glass about fifteen feet high, down which trickles water, eventually finding its way to a coloured onyx flooring, where a small garden of flowers with effective lighting is to be found. In this pavilion is the stand of G. H. ZEAL, LTD.; clinical thermometers and those for industrial, domestic and meteorological purposes are exhibited here. Messrs. Zeal are also showing their well-known Repello clinical thermometer, which does not require shaking to reset the index. Their display is one of unusual interest, the clinical thermometers being arranged in cross, fan and star pattern, mounted on velvet-covered boards of these shapes. The thermometers displayed for registering the temperature of atmosphere in the building were a constant attraction to the visitors, and as many remarked, they all registered alike, which was very gratifying to the head of the firm, Mr. G. H. Zeal, who was in attendance at the stall throughout the Exhibition.

Before leaving Pavilion No. 8 one must look at a very attractive stand which contains manufactures by A. & F. PEARS, LTD. Pears' soap in Argentina, as in other parts of the world, has made for itself a market peculiarly its own. It is without doubt a soap very much appreciated by the Argentine "distinguidos"

(aristocracy); and to-day, notwithstanding considerably increased import duties, it still stands out in the eyes of the Argentine public as a high-class soap. Messrs. Pears also market in Argentina their complete line of toilet articles, all of which are justly popular with the Argentine public. Messrs. Pears, through their agents (Hussey & Co.), received inquiries from visitors from every corner of the Argentine Republic, and also from Brazil, Chile, Uruguay and other South American Republics.

## Chemicals and Proprietaries

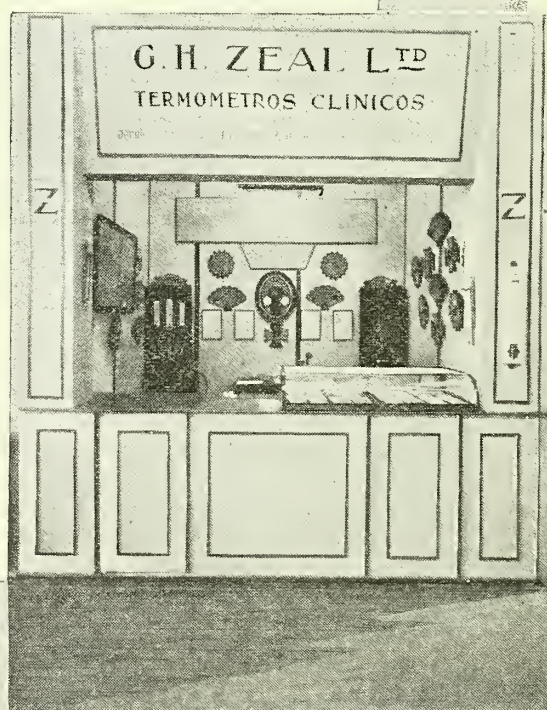
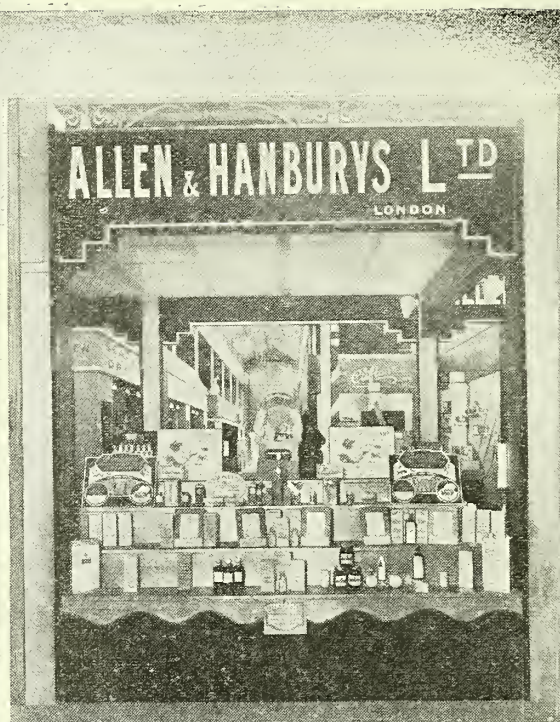
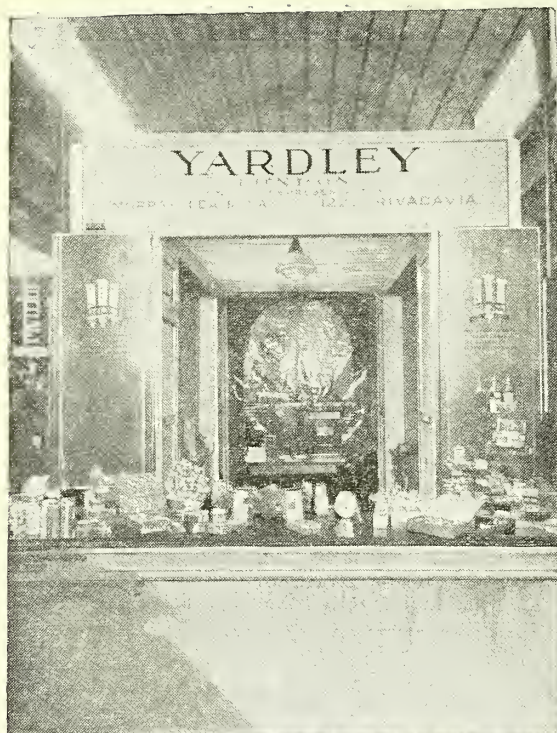
From Pavilion No. 8 one passes on to No. 9, on the other side of the band stand, where the Glaxo stand attracted quite a lot of attention. JOSEPH NATHAN & CO., LTD., are represented in Argentina by Mr. Charles C. Richardson, of Buenos Aires. The Glaxo organisation in Argentina is unique in that it is in direct contact with the 3,300 chemists. An efficient medical propaganda embraces every part of the Republic. Mr. Richardson's firm also handles the products of the following:—A. DE ST. DALMAS & CO., LTD. (surgical plasters), GEM FILMS Co. (photographic materials), F. W. BERK & CO., LTD. (chemicals), HIRST, BROOKE & HIRST, LTD. (chemicals and pharmaceutical products). An interesting feature of the direct sales system of this firm is that every order, however small, is dispatched carriage paid; thus in Argentina, where transport rates are extremely high, the chemist, no matter where he is established, is enabled to sell at the same price without curtailing his own margin. To anyone familiar with trading conditions in Argentina, this advantage will be readily appreciated.

Across the centre of Pavilion No. 9 is the stand of Wilfred Diggs & Co., of Buenos Aires. This firm holds among other agencies those of ALLEN & HANBURYS, LTD., and A. BOAKE, ROBERTS & CO., LTD. Special interest has been shown in Allenburys foods, diabetic preparations, cod-liver oil, pastilles, etc., and it is believed that the rapid development of their business in Argentina and the adjoining republics is assured. Messrs. Boake, Roberts have a complete range of essences, perfumes and fine chemicals exhibited on this stand. Perhaps the greatest interest has been shown in the perfume side, a great number of inquiries having been received for samples and prices, while orders for trial quantities have been booked.

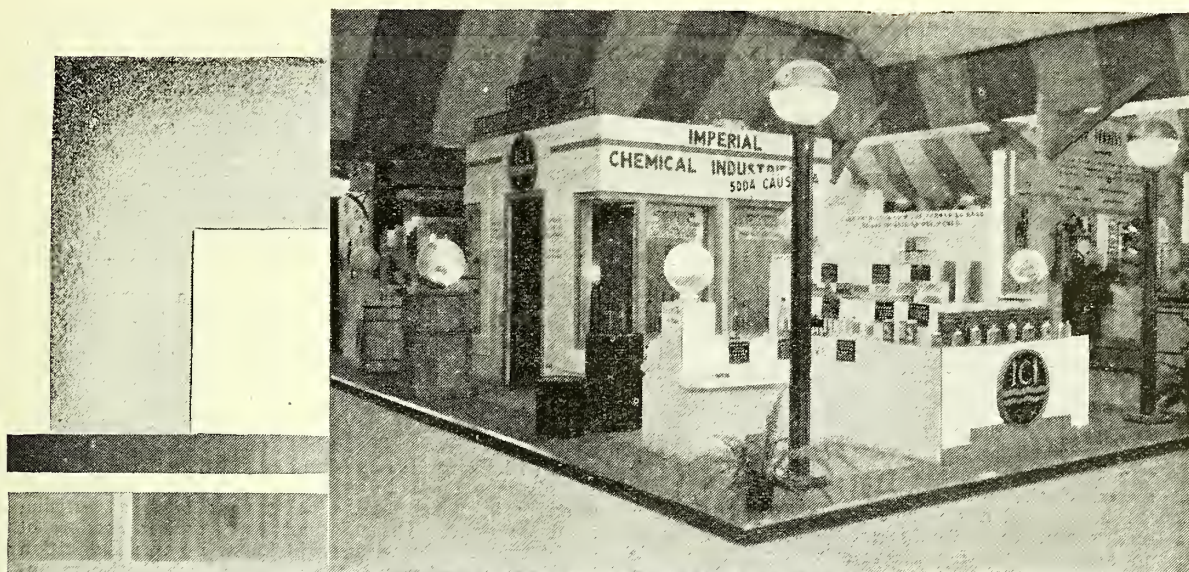
At the other end of this Pavilion is the stand of Messrs. Botti & Saporiti, who are the importers of the manufactures of W. J. BUSH & CO., LTD., and POTTER & MOORE, LTD. This stand is got up very attractively, and the girl in the fields of Mitcham gathering up the lavender stands out prominently in the background. Messrs. Botti & Saporiti have been handling these articles a very short time, but the popularity of them should induce the wholesale buyer to give good orders. In this Pavilion there is a showcase of the goods of JEYES' SANITARY COMPOUNDS CO., LTD. Messrs. Jejes have also been entrusted with the supply of all the disinfectants and toilet requisites at the Exhibition.

There is one outstanding exhibit in Pavilion No. 6, the exhibit of Imperial Chemical Industries, S.A. A visitor to this stand, even after a most superficial inspection, must be impressed by the very large variety of products handled by this firm, which acts in the River Plate as agents for IMPERIAL CHEMICAL INDUSTRIES, LTD. The range of products shown includes chemicals, explosives, fertilisers, non-ferrous metals, sporting and metallic ammunition. On each of the flying buttresses are exhibited chemicals used at one stage









BUENOS AIRES EXHIBITION



or another in the manufacturing processes of Argentine industries, and grouped around them are finished articles produced by local manufacturers. In this way it has been possible to give the visiting public an idea of the importance of soda ash to the glassmaker, of bleaching powder to the textile trade, and so forth.

From reports received from different parts of the city of Buenos Aires one hears a few remarks which, though at times a little disquieting, show room and opportunity for remedy. It is said, for instance, that thermometers come in smuggled in people's pockets and can, therefore, be obtained cheaper from these smugglers than from the honest trader. The "clean-up" by the new Government will rectify this in a very short time. It is common knowledge in Argentina that though the British quality is excellent, and in many cases higher than any other in the whole world, British firms do not allow enough credit. The buyers in Argentina say they get 120 days' credit from Switzerland and France, and can trade on those terms, which keep the price down. Another point which is very important is that the public in the Argentine like novelty and colour. For that reason if the British products had more highly coloured labels and a different shape of bottle every now and again, they would get better sales. It is good to advertise the manufacturer's name, as people will always buy a mark made by a famous firm; but it would be better to change the colour of the labels and shape of the bottles, as local people are always

wanting a change. British drugs are of good quality, and though the British price is somewhat higher than those from other countries, the purchaser is not frightened away, as the high price seems to be counterbalanced by the high quality. There are several good British-manufactured grades of rubber on the Argentine market, but it is not to be forgotten that though these sell well there is always the cheap competitor. A certain German hot-water bottle sells at \$3.50 Argentine (5s. 10d. at par exchange). Its sales are far beyond those of an English brand, which is of much better quality, but sells at \$10 Argentine (16s. 8d. at par exchange).

The Exhibition has proved itself a success and reached the 1,500,000 mark at the gates. There is not the slightest doubt that British goods, though very popular before the Exhibition, are doubly so now in Argentina, and the British people in Argentina and in Great Britain, led by his Royal Highness the Prince of Wales, are also twice as popular in Argentina as they were before the Exhibition. The two peoples seem to know and understand each other better. There is only one more thing which should be borne very strongly in mind, and that is that more advertising must be done. There is not the smallest shadow of doubt that the Americans will follow up this Exhibition in this way, and now is the chance of the British manufacturer who has got so far by means of the Exhibition to follow it up by advertising properly.

## Pharmacopœia Commission

### The Pharmacy Subcommittee's Report and its Critics

By A. C. Abraham, F.I.C., Ph.C.

THE following observations on the report of the Pharmacy Subcommittee of the Pharmacopœia Commission (C. & D., 1930, II, 523, 555, 589) follow the sequential order adopted in the report:—

**ACIDUM CARBOLICUM LIQUEFACTUM.**—The B.P. simply orders the ingredients to be mixed; and as this without heat is a tedious process, if not impossible, I suspect that the only trouble which has arisen is due to heating and consequent loss of water, which is more volatile than the phenol. If a stoneware vessel is used warm and provided with a glass rod, and then balanced, the water weighed in, and then the phenol gradually added to the required weight, gently warmed and made up when cold to weight with water, no trouble will be experienced. Possibly a simpler method would be to melt the phenol at about 40°, weigh 100 of it and stir in 15 of water by weight in a covered vessel, cool and shake. In any case, unless provision is made for loss of water there will always be trouble. The present preparation has the great advantage of containing practically 1 grain in 1 minim. The B.P., 1914, says on p. 10 that the boiling point of an aqueous solution containing 10 per cent. of water is not over 183°, and on p. 11 gives the same figures for one containing 15 per cent.

**ALCOHOL.**—If the distillers can and will produce a 95-per-cent. alcohol at the same relative price and free from aldehyde, there is no harm in the suggested change, although the use of a very minute amount of the old French simple tincture of iodine seems hardly justification for the change. The present French Codex has now dropped it and uses potassium iodide, and the old simple tincture of the Edinburgh Pharmacopœia has long since gone.

**EXTRACTS AND LIQUID EXTRACTS.**—Repercolation is only an improved form of percolation, and in many cases is the only way to avoid the use of excessive quantities of menstruum or imperfect exhaustion.

**EXTRACTUM ALOES.**—Evaporation *in vacuo* is admissible under present B.P. directions, and is probably generally adopted by makers. A microscopical test of product should be introduced, as the evaporation to a

dry extract cannot be finished *in vacuo*, and it may be overheated and the aloin destroyed.

**EXTRACTUM BELLADONNÆ LIQUIDUM.**—Repercolation is much better.

**EXTRACTUM CASCARÆ SAGRADÆ LIQUIDUM.**—No. 15 powder is not fine enough; No. 20 at least should be used. It cannot be exhausted in forty-eight hours, and as it keeps well there can be no need to suggest "forty-eight hours or more." I find that by repercolating 200 lb. in four percolators it is necessary to collect at least 100 gallons of percolate to exhaust. Filtration after forty-eight hours is unnecessary, very troublesome and injurious. Subsidence after a longer period and decantation, with filtration of sediment, is all that is required.

**EXTRACTUM CINCHONÆ LIQUIDUM.**—I am afraid that if these suggested formulas are introduced prescribers will not get what they want. The original fluid extract of cinchonæ was made with water; but as it came to be realised that most of certain alkaloids were left behind, the theorists condemned it, not realising that the physician might want the alkaloids and other constituents in their natural state of combination. If they want a solution of quinine they can use that preparation. Some time after the introduction of acid in the exhaustion of the bark (as in B.P., 1885) I made certain experiments, and found that by first exhausting with boiling water and subsequently with the acid menstruum I was able not only to extract a large proportion of the alkaloids in their natural state of combination, but to obtain a final standardised product more than 50 per cent. greater in product than by the B.P. process. ("Year-Book of Pharmacy," 1887, 246.)

**EXTRACTUM SENEGÆ LIQUIDUM.**—I have grave doubts as to the possibility of getting any 1 in 1 fluid extract to contain and retain the active principles of senega. A good concentrated infusion can be made. The use of ammonia is, in my experience, an entire failure.

**EXTRACTUM SENNÆ LIQUIDUM.**—The compilers of the B.P. seem never to have understood senna as it has been understood in the North. It contains certain



gripping and nauseous principles soluble in boiling water and alcohol, and which the Germans formerly removed with strong spirit, producing "senna depuratum." This refinement is not, however, necessary if cold water alone is used for exhaustion. Cold water leaves behind these objectionable constituents, and extracts the mild-acting and almost tasteless properties, which are more akin in their action to the non-astringent fruits, such as apples, figs and gooseberries, than in the case of any other drug. Unfortunately even a very small proportion of alcohol removes from senna a certain proportion of these objectionable compounds, and also does not, except in part, take out the required ones. In proof of this I have made from the marcs of the B.P. syrup of senna with cold water a much better syrup than the B.P., although, of course, not so strong nor quite so much of it. I cannot understand Mr. Cripps praising the B.P. syrup. Nobody in this neighbourhood will touch it, and, as I have used a substitute almost nightly when short of fruit I should be able to judge. The fluid extract now proposed to be made from senna pods will, I have no doubt, make a syrup of senna vastly superior to anything the B.P. has ever contained, but I am not sure whether it is too much concentrated.

**FEL BOVINUM PURIFICATUM AND LIQUOR TRINITRINI.**—Names should not be altered, in my view, unless for some very good reason, and I cannot see any here. Liquor trinitrini has had its name altered too often; why introduce more confusion with a dangerous medicament?

**GLYCERINS.**—Making these by weight is a very timely improvement.

**LINIMENTUM BELLADONÆ.**—The proposed process will extract too much mucilaginous matter, and will not produce a clear solution.

**MUCILAGO ACACIÆ.**—The proposed process will not prevent change. If neutralised, sterilised by boiling to destroy enzymes, and then chloroformed, it will keep practically indefinitely in well-closed vessels.

**UNGUENTUM SIMPLEX.**—This will be too stiff for some and too soft for others of the several ointments for which it is proposed to make it a base. The exclusion of wax in favour of lanolin will no doubt be an improvement.

**UNGUENTUM ACIDI BORICI.**—Paraffin, dur. 20 (m.p. 50°), paraffin. moll. alb. 70, and acid. boric. 10 makes an excellent product. Wax makes it lumpy.

**UNGUENTUM ACIDI TANNICI.**—I think the glycerin will separate, as it does in similar ointments.

**OXYMELS.**—The standardising of these is a distinct advance.

**PULVIS IPECACUANHÆ COMPOSITUS.**—Why change such an old-established and valuable remedy?

**PULVIS RHEI COMPOSITUS.**—The proposed formula will not produce Gregory's powder, and its action is bound to be different.

**LIQUOR AMMONII ACETATIS.**—A retrograde step is proposed. The concentrated preparation does not keep when diluted.

**SPIRITUS AMMONIÆ AROMATICUS.**—A good suggestion, long overdue.

**SPIRITUS MENTHÆ PIPERITÆ.**—A good suggestion, long overdue.

**SYRUPUS FERRI PHOSPHATIS COMPOSITUS.**—The reduction of acid is greater than I have suggested, even allowing for that required for the reduced amount of calcium carbonate which I employ. Parrish tried to get 2½ gr. in 3i, and to reduce it lower than necessary is a great pity and is making a farce of it. The amount I use will stay in, but very little more will not. I doubt if a syrup as proposed will keep. Blackie says it does not. Parrish's syrup will not stand filtering without injury, and, moreover, it is unnecessary if my formula is followed, as there need not be more than about a quart out of 15 gallons which is not bright after straining, and that may be put away in full bottles to subside.

**SYRUPUS TOLUTANUS.**—I quite agree with Mr. Rae that boiling is quite unnecessary and dissipates the cinnamic acid and other desirable volatile constituents.

**TINCTURA AURANTII.**—If any change is required in this, it is back to the old tincture made from dried peel and 60-per-cent. sp. This was a medicament largely used, and made a very excellent and useful tincture of quinine.

**TINCTURA CARDAMOMI COMPOSITA.**—I have dealt with this in conjunction with Mr. T. Rae.

**TINCTURA OPII.**—Is this wasteful specimen of pre-historic pharmacy really to be retained?

**TINCTURA ZINGIBERIS FORIS.**—This introduction, otherwise most desirable, may cause trouble with the Customs, especially if the synonym "essence of ginger" is inserted.

**WATERS.**—I quite agree with Mr. Cripps, that both calcium phosphate and talc should be omitted.

## Association Meetings

**Chemists' Dental Society.**—The twenty-first annual general meeting of the Chemists' Dental Society was held on May 14, Mr. S. Davis (president) in the chair. A report on the work of the past year was given, together with the balance sheet, which showed an increased amount in hand. During the year the scale of charges for National Health Insurance dental treatment was altered; full particulars were printed in booklet form and sent to members. The new regulations issued by the Ministry of Health were discussed. It was considered that dental treatment as an additional benefit, being now subject to statutory orders by a statutory body, was gradually becoming a statutory benefit. The consensus of opinion was that the work was continuing in popularity; the system was generally satisfactory, but the rising volume of clerical work and the delay in payment of accounts was deplored. Discussions took place regarding x-ray work and its practical advantages, regional anaesthesia, and the latest improvements in general anæsthetic apparatus. New methods of anaesthesia demonstrated at the National Dental Hospital were criticised, and Dr. Templar Malins explained a type of continuous gas and oxygen apparatus, also the method followed in giving general anaesthetics for major surgical operations at St. Bartholomew's Hospital. In consequence of the decision not to apply for further annual

subscriptions, but to continue to pay all members' insurance against dental risks out of the funds of the Society, a resolution was passed to allow any ex-member to re-join on payment of arrears of subscriptions, not exceeding £2 2s. The position of the Society was stated to be unique in that the invested funds were quite sufficient to pay all the usual expenses for an unlimited period, and it was intended that all who have been members should benefit by the conservation of the moneys they have helped to build up. It was decided to present the secretary with a cheque corresponding with and commemorating the Society's twenty-one years' existence. The following officers were elected for the ensuing year:—*President*, Mr. H. J. Morgan; *Vice-President*, Mr. C. C. Greensmith; *Treasurer*, Mr. J. J. Laws; *Auditor*, Mr. W. E. Barker; *Council*, Dr. Templar Malins, Messrs. F. C. Ashford, Barker, Davis, Greensmith, Jones, Laws, Morgan, Parkins, Sutcliffe, Williams, Vernon, and Workman; *Secretary*, Mr. J. W. Roberts, 10 Tavistock Place, London, W.C.1.

**Warrington.**—At a recent meeting of the Warrington Chemists' Association the following resolution was passed:—"This Association and the Warrington Pharmaceutical Committee are of the unanimous opinion that the proposed Pharmacy and Poisons Bill should be opposed *in toto*."

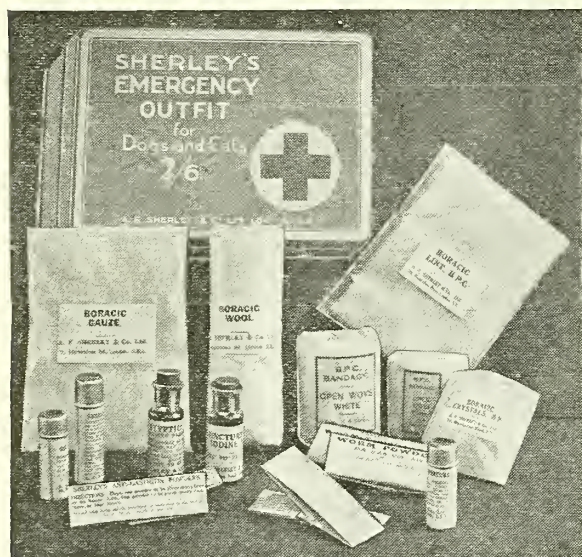


## Trade Notes

PARTICULARS of an offer by Tokalon, Ltd., Chase Road, London, N.W.10, are given on another page.

SHALIMAR wave-setting lotion is the newest toilet product to be placed on the market by Dubarry et Cie, Hove.

A VETERINARY FIRST-AID OUTFIT.—A. F. Sherley & Co., Ltd., 18 Marshalsea Road, London, S.E.1, have brought out a line which should command a ready sale among owners of domestic pets. This emergency outfit



is packed in a tin container and the contents include such articles as gauze, wool, lint, bandage, iodine, worm powders, sickness powders, and tablets for hysteria, distemper and diarrhoea. It retails at a reasonable price.

CASEIN suitable for invalid foods and pharmaceutical purposes is obtainable from Guesdon & Co., 17 Tooley Street, London, S.E.1.

POLLANTIN, a remedy for hay fever, is advertised in this issue by Willows, Francis, Butler & Thompson, Ltd., Shacklewell Lane, London, E.8.

SCAT spray insecticide is made by Blackwell, Hayes & Co., Ltd., manufacturing chemists, 54 Moor Street, Birmingham, who publish the wholesale and retail prices in their advertisement in this issue.

LEICA D. & P. SERVICE.—E. Leitz (London), 20 Mortimer Street, London, W.1, announce that on account of the increasing demand for Leica developing and printing they have made substantial reductions in their charges for this work.

UCAL HEALTH SALT is a profitable and competitive line for sale at this time of year. United Chemists' Association, Ltd., Cheltenham, and Keith Grove, London, W.12, illustrate the manner in which the product is packed in their advertisement in this issue.

MONTSERRAT PRODUCTS form the subject of a fairy tale entitled "Adventures in the Land of Thirst." This story for children has been written by Ellen Roper; it is well illustrated and is published in booklet form by Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool. A copy of the publication will be sent on application.

A PILL COUNTING MACHINE.—Albert H. Jacobs, 157 Farringdon Road, London, E.C.1, invites anyone interested in this side of the drug trade to visit his showroom and inspect the Almaton self-counting and

filling machine for pills and tablets. This apparatus, which is easily operated, can be adjusted to take quantities from 5 to 1,000.

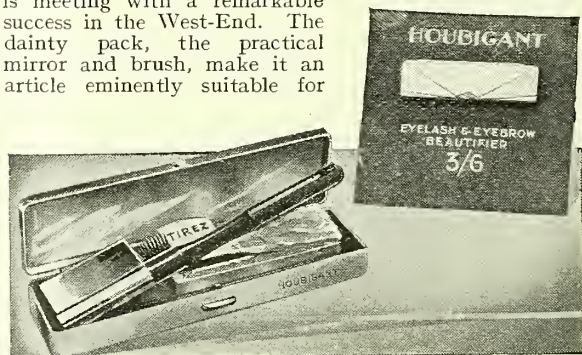
D. & W. GIBBS, LTD., Wapping, London, E.1, offer to send one of their bath cubes with every tablet of their cold cream soap. The cube is to be given by the chemist to every purchaser of the soap between June 1 and 30. It is anticipated that this offer will create still greater sales of the soap and at the same time popularise the cubes which are packed in cartons of three.

THE LAUDER FILLING MACHINE.—L. T. Lauder, 7 Exmouth Street, Leeds, is the manufacturer of a bottle-filling apparatus of medium size which merits attention on account of its simplicity of design and ease of manipulation. The appliance is suitable for liquids or semi-liquids, is made in various capacities, and can be supplied in tinplate, tinned copper and stainless steel.

WHITSUNTIDE HOLIDAY.—John Bell & Croyden (in association with Savory & Moore, Ltd.) will maintain their usual day and night service throughout the Whitsuntide holiday; urgent orders should be addressed to 50-52 Wigmore Street, London, W.1. Telephone: Welbeck 5555.—Coates & Cooper, Ltd., 41 Great Tower Street, London, E.C.3, will be closed from Friday evening, May 22, to Tuesday morning, May 26.

ERNEST J. GEORGE, chemists' valuer and transfer agent, Tudor House, Walsall, has sent us a copy of a folder in which is described the services he undertakes on behalf of chemists. Since Mr. George specialises in such matters as stocktaking, valuations, income tax difficulties, and company formation, it will be seen that he is interested in what are generally regarded as among the greatest trials of a pharmaceutical business. The help of an expert is almost essential in carrying out these operations satisfactorily, and in many cases it is imperative that the figures be vouched for by an independent authority. A copy of the folder will be sent upon request to any chemist who has not already received one.

HOUBIGANT'S EYEBROW BEAUTIFIER.—Parfumeries de Paris, Acton, London, W., inform us that this novelty is meeting with a remarkable success in the West-End. The dainty pack, the practical mirror and brush, make it an article eminently suitable for



the handbag. It also has the great merit of not stinging the eyes. There are three shades: Black, brown and dark blue; the last-mentioned is specially suitable for use under artificial light and for blue eyes during the daylight hours.

A NEW "KELLY."—The forty-fifth edition of Kelly's Directory of the Merchants, Manufacturers and Shippers of the World has just been published in two volumes (price 64s., post free). The book covers the whole world, and is copiously indexed in four languages. Volume I deals with foreign countries and their possessions; volume II with Great Britain, India and the British Dominions, Colonies, Protectorates and Depen-



dencies. That part of volume II which deals with Great Britain has been subdivided into sections (1) England, Scotland and Wales, (2) London, (3) Ireland. Each of these sections is further divided into subsections (a) alphabetical, (b) classified trades, (c) telegraphic addresses, (d) exporters, and (e) importers. A concise explanation of the arrangement of the book is given at the beginning with an example of how to make use of it. The work is published by Kelly's Directories, Ltd., 186 Strand, London, W.C.2.



**STANIFORM BRAND PREPARATIONS.**—Staniform, Ltd., Carnwath Road, Fulham, London, S.W.6, are now packing their bottles of lotion in cartons. The company have also introduced a useful display box containing one tube of ointment, two bottles of lotion and one tin of dusting powder. With this outfit is given free one tube of the ointment. The contents of the display box can, of course, be replenished by supplies obtained as needed through the usual wholesale channels on P.A.T.A. terms.

**COMPETITION RESULTS.**—The competition run by Burgoyne, Burbidges & Co., Ltd., manufacturing chemists, East Ham, London, E.6, in connection with the recent Chemists' Exhibition, attracted much attention. The prize-winners were as follows:—(1) Mr. S. Wheatley, c/o B. Phillips, Ltd., 111 Plumstead High Street, London, S.E.18; (2) Mr. R. E. Broome, c/o Yardley & Co., 604 King's Road, Fulham, S.W.6.—The prize-winners in Johnson's second flashlight competition, run by Johnson & Sons, Manufacturing Chemists, Ltd., Hendon, London, N.W.4, are as follows:—First prize (£3 3s.), Mr. W. J. George, Cinderford. Second

prize (£2 2s.), Mr. R. C. Farrar, Chelmsford. Six prizes (each of 10s. 6d.), Mr. J. W. Bramham, Doncaster; Mr. Charles J. Belden, Wyoming; Mr. R. W. Barnes, Ilkeston; Mr. D. J. Campbell, Swansea; Mr. V. D. Shaw, West Timperley; Mr. James Robertson, Dalmuir. Six consolation prizes of photographic material, Mr. Willfred Turner, Hale; Miss E. Montgomery, Birkenhead; Mr. W. A. Hanson, Higher Walton; Mr. Henry W. Hillier, Maidstone; Mr. R. Moore, Barkingside; Mr. George W. Martin, Thornaby-on-Tees.

VINOLIA, LTD., Bebbington, Cheshire, have introduced under the name of Lembenol an attractively packed, pleasantly perfumed, preparation for preventing and soothing gnats, midges and mosquito bites. Lembenol, both as regards pack and odour, has evidently been designed to link up with the company's well-known Lembenal lemon-scented soap, the use of which can also be recommended as a mosquito repellent.—Among the soap novelties which Messrs. Vinolia have recently introduced are golf balls. Such a remarkably good imitation of the real thing should result in considerable amusement and profit for chemists.



## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," April 29, 1931.)

- "JAPENCO"; for chemicals (1). By Dirk Vettewinkel, Cuba House, Enfield Highway, Middlesex. 521,540.
- "NATURALAX" with label design incorporating device of eagle and name of applicants ("Naturalax" disclaimed); for a laxative medicine (3). By Lanman & Kemp, Inc., 135 Water Street, New York, U.S.A. 517,597. (Associated.)
- "NIPAC"; for medicinal chemicals (3). By Nährmittel-fabrik Julius Penner A.G., 27 Belzigerstrasse, Berlin-Schöneberg, Germany. 519,386.
- "PERCINAL"; for all goods (3). By Society of Chemical Industry in Basle, 141 to 227 Klybeckstrasse, Basle, Switzerland. 520,366. (Associated.)
- "HEALEXO"; for ointments and lotions (3). By Cecilia J. Reynolds, The White House, Thorn Lane, Exford, Somerset. 519,936.
- "ZENITH"; for essences, etc. (42) and (43). By Stevenson & Howell, Ltd., 95A Southwark Street, London, S.E.1. 520,854/855. (Associated.)
- "RED DIAMOND"; for perfumes (48). "RED CREST"; for toilet articles (48). By Johann Maria Farina Gegenüber dem Julichs-Platz, Gegenüber dem Julichs-Platz, Cologne, Germany. 518,353; 517,407. (Associated.)
- "PAUDIA"; for perfumery, etc. (48). By W. Paulson, 16 Constance Road, Leicester. 520,504.
- "VELBOREEN"; for perfumery, etc. (48). By L. Hutchinson, 24 Rintoul Place, Edinburgh. 520,930.
- "ALBAXOL"; for perfumery, etc. (48). By A. Toon, 1 Wood Street, Earl Shilton, Leicestershire. 521,010.

(From "The Trade Marks Journal," May 6, 1931.)

- "VERICHROME"; for photographic goods (1). By Kodak Ltd., Kingsway, London, W.C.2. 520,355.

- "SCHOOLBOY"; for disinfectant soaps (2). By John Hughes & Co., 27 Orchard Street, Londonderry, N. Ireland. 520,301.
- "NICOTROL"; "PENETROL"; for insecticides (2). By Kay-Fries Chemicals, Inc., West Haverstraw, New York, U.S.A. 520,871/872.
- "ITO"; for insecticides (2). By Tibo Products (International) Ltd., Audrey House, Ely Place, London, E.C.1. 521,828.
- "SERVEV"; for antiseptic powders (3). By Burnham-Snow Products Co., 6407 Selma Avenue, Hollywood, California, U.S.A. 509,035.
- "THERMENT"; for ointment (3). By Emma Pine, 47 Elm Street, Roath, Cardiff. 521,608.
- "LEWVITE"; for embrocations and skin creams (3). By The Lewis Scientific Appliances, Ltd., 161a Strand, London, W.C.2. 521,615.
- "MAZDAZNAN"; for medicinal chemicals (3) and for food substances (42). By W. Ross, 30 Wildwood Road, Hampstead Garden Suburb, London, N.W.11. 521,648/649. (Associated.)
- "VITO"; for depilatories (48). By Dae Health Laboratories, Ltd., Cunard Road, Chase Estate, London, N.W.10. 521,224. (Associated.)
- "MADAME SOPHIA"; for perfumery, etc. (48). By Sophia F. Smith, Sutton House, Sutton Avenue, Seaford, Sussex. 521,109.
- "ELAYNE"; for perfumery, etc. (48). By Cussons, Sons & Co., Ltd., Moor Lane, Kersal, Manchester. 521,664. (Associated.)
- "DR. LOVELACE'S FLAKES" with label design, incorporating the word "LOVE-FLAKES" for soap flakes (42) and (48). By The East Lancashire Soap Co., Ltd., Clayton-le-Moors, Nr. Accrington, Lancashire. 520,664/665. (Associated.)
- "SANOPHON"; for disinfectant containers for telephones, etc. (50). By Ozonol Laboratories (1930), Ltd., 24 Holborn, London, E.C.1. 518,081.



## Births

Notices for insertion in this column must be properly authenticated.

LESTER.—At Westways, Lutterworth Road, Nuncaton, on May 7, the wife of Leslie H. Lester, M.P.S., of a daughter.

## Marriages

RODEN—BLUNDELL.—At Solihull Parish Church, Birmingham, recently, William Howard Roden, M.P.S., Aston, to Irene Ann, younger daughter of Mr. C. J. Blundell, Cornwall, Ontario, Canada.

## Deaths

MATHESON.—At 10 Meadow Place, Edinburgh, on May 16, Mr. Jonathan Charles Matheson, chemist and druggist, 27 Bruntfield Place. Mr. Matheson qualified in 1915.

REDFERN.—At his residence, 3 Leigh Villas, Cedar Road, Cobham, Surrey, on May 3, Mr. John Redfern, chemist and druggist, aged seventy-eight. Mr. Redfern carried on business at Cobham for nearly fifty years. In his early years he was well known locally as an elocutionist, and took a keen interest in cricket. Mr. Redfern is survived by two sons and four daughters.

ROBB.—At 427 Paisley Road West, Glasgow, on May 17, suddenly, Mr. David Wallace Robb, chemist and druggist. Mr. Robb was apprenticed with Frazer & Green, studied at the Glasgow School of Pharmacy, and qualified in 1900. He acquired his business (which was established in 1899) in 1913, after ten years' experience in South Africa. Mr. Robb had been president of the Glasgow Branch of the Scottish Pharmaceutical Federation and secretary of the Glasgow Pharmacists' Bowling Club.

ROBERTS.—At "Cartref," Campbell Road, Croydon, on May 16, after a prolonged illness, Mr. David Prosser Roberts, director of P. Rhosser Roberts, Ltd., chemists, the Poplar Walk Pharmacy, Croydon. Mr. Roberts was born in Breconshire, and was a member of one of the oldest families in South Wales and the Border. He was a direct descendant on his mother's side of the Vaughans of Brewardine Castle and Tretower Court. He was educated at Brecon College, served his apprenticeship at Bristol and Hereford, and after qualifying (in 1877) went first to Hull and later to the Army and Navy Stores. At the age of twenty-six he started in business for himself at Croydon: his first shop was part of the premises now occupied by a boot company in North End. He was a pioneer in that he started the system of store chemists' prices which caused the first queues in Croydon. The business grew so rapidly that the premises became too small, and he moved to the other side of the road. Marked progress was now being made, he being one of the first chemists to start delivery with vans and horses, and, later, the first tradesman in Croydon to substitute a motor for horses. Mr. Roberts was one of the very early pioneers in radiography, and did all the x-ray work for the Croydon General Hospital for many years. A few years before the recent war his premises were again found to be too small, and he was able to build premises to his own design, which he did in Poplar Walk. The premises were put at the entire disposal of numerous war organisations during the war. Shortly after the Armistice the business was transferred from 120 North End to Poplar Walk. In 1926 it was made into a private limited company, and it will be continued under the control of his son and daughter, who are both qualified chemists.

## Personalities

MR. C. E. GOODE, chemist and druggist, Twickenham, has been elected president of the local Chamber of Commerce.

NOTICE is given in "The London Gazette" that Samuel Rosenbloom, 2 Vulcan Street, Leeds, physician and surgeon, has assumed the name of Samuel Ross by deed poll.

MR. ARTHUR PAYNE, managing director of Mawson & Swan, Ltd., and a director of Mawson & Proctor, Ltd., chemists, Newcastle-on-Tyne, has been appointed a justice of the peace for Gateshead.

ONE of the exhibitors at the Chelsea Flower Show, which opened in London on May 20, is Mr. F. J. Hanbury, Ph.C., chairman of Allen & Hanburys, Ltd. At the private view his Majesty the King discussed with Mr. Hanbury some of the orchids and other flowers which attracted his attention.

MR. H. HIRST, chemist and druggist, who has been engaged for some years in business at Broadstairs, and is now in Birkenhead, has been presented with a silver salver by the members of the Thanet Amateur Cinematographers' Association, which he founded in 1929, and has been secretary of since that time.

## Wills

MR. CARADOC DAVIES, 24 Greek Street, London, W., chemist and druggist, a director of Henry Cooper & Co., Ltd., left estate gross value £4,572 12s. 6d., net personality £4,291 7s.

ALDERMAN EDWARD JAMES BISHOP, J.P., of 21 Godwyn Road, Folkestone, chemist and druggist, who died on February 18 last, aged 76, left property of the value of £22,412, with net personality £22,306.

MR. ANDREW HARRISON, Ph.C., of 18 Kings Road, and of 185-187 Albert Bridge Road, both in Belfast, who died on October 6, left personal estate in Great Britain and Northern Ireland valued at £8,074 8s.

MR. ARTHUR JOSEPH PIDD, Herrestad, Wilbraham Road, Withington, Manchester, chairman of William Mather, Ltd., Dyer Street, Hulme, who died on December 30 last, aged eighty, left £46,606 10s. 5d., with net personality £44,924 3s. 2d.

MR. JOHN BLACK, Ph.C., of Church Place, Lurgan, Co. Armagh, in business as a chemist in Lurgan for thirty-seven years, who died on July 26 last, left personal estate in Great Britain and Northern Ireland valued at £17,053 3s. 2d.

MR. WALTER CLAYTON CRITCHLEY, of Brooklands, Whittingham Road, Longridge, near Preston, Lancs., chemist and druggist, who died on January 13 last, left property of the gross value of £11,045 18s., with net personality £9,806 1s. 4d.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

L/195. Castasol ampoules	E/205. Lady Helgar hair dye
L/195. Coley's fluid (not Condry's)	M/155. Malaranti
R/145. Crème Teras Rosa (Bruno & Grohmann)	B/205. Margaret Rose patten (massage apparatus)
D/195. Dolly Vardon chamois squares	S/195. Slugene (for killing slugs)
D/195. Golden Glint shampoos	S/205. Sororette tablets
C/195. Insulanol	E/205. Waukeezil foot paste



# Observations and Reflections

By Xrayser III

## What Disappointment

must have prevailed in the House of Commons on May 15, when the Pharmacy and Poisons Bill was down for second reading! According to my daily newspaper, the Bill stood next on the order paper that afternoon to business actually in hand, and a lively debate was anticipated, notice of rejection having been given by members representative of all three political parties. When the Bill was called, however, the chief Government whip formally moved the postponement, the motion was agreed to, and the House rose at 3.17! Perhaps, after all, none of the members who had given notice for the rejection of the Bill was really disappointed, everyone being glad to be let out of harness in good time to play golf or to get away for a longer week-end than usual from the cares of law-making and statute-amending. But what of the pharmacists on duty in the lobbies, anxiously waiting on the course of events and wondering whether or not the Government spokesman would be prepared to announce any concession to pharmaceutical opinion? Naturally they would feel that an opportunity for making progress had been missed; but I should have felt disposed to regard the postponement as an indication that the door is not yet locked, bolted and barred against possible and favourable amendment. So many members of Parliament are, to my personal knowledge, taking a deep interest in the Bill that the Government whips may desire to see their way more clear to getting on with the measure without undue encroachment on the time available for Government business. This ought to be in our favour, whether the outcome be either immediate concession, or such delay in procedure as will permit of further propaganda on our behalf.

## Another Star

has risen above the pharmaceutico-legal horizon in the form of the Proprietary Medicines Bill presented by Dr. Hastings (*C. & D.*, May 16, p. 579). If this should prove to be anything like the draft measure which was being privately circulated some little time ago (*C. & D.*, Feb. 14, p. 176), there ought to be lots of fun in connection with it. Members of Parliament will begin to think that there is both life and energy remaining in the body pharmaceutical, and it may be that they will welcome interviews on the subject of the Pharmacy and Poisons Bill, as providing opportunities for gaining useful information respecting the position affected by the Proprietary Medicines Bill. Let us hope, however, that pharmacists will not show greater enthusiasm in their talk about the latter than they have manifested in connection with the measure which encroaches upon their rights and privileges, and proposes to condemn them to increased bureaucratic control. It would not look well to appear enthusiastic on the subject of quack and other proprietary medicines, while only lukewarm regarding our professional status and the restriction of certain business to chemists and druggists in the public interest. Let it also be remembered that, so long as there are between four and five times as many licensed retailers of stamped proprietaries as there are chemists and druggists on the Register there must be scant likelihood of our claim to be the sole dispensers of compounded medicines, whether containing poison or not, receiving sympathetic consideration from the Government. Nevertheless, we ought to continue to press our claim steadily whenever the opportunity presents itself, if for no other reason than that insistent clamour for concession in one particular direction often results in other points of value being conceded. [The text of the Bill will be found on pages 612-614 of this issue.—EDITOR.]

## When the Movement

of the British Pharmaceutical Conference sets in towards the city or town of its annual meeting I turn to Thomas Fuller's "Worthies" to see what quaint and admirable thing he has to say about the county and its celebrities. It is something of a disappointment that he did not manage to bring within his purview a man of Manchester about whom his observations would have been interesting. Thomas Cogan (or Coghan) was one of the high masters of the Manchester Grammar School, over which he ruled for thirty-two years. Cogan was a Somersetshire man, being born at Chard about 1545, and was educated at Oxford, taking the M.A. and M.B. degrees, the latter in 1574, when he almost immediately received the appointment to the Manchester school. He was, I believe, the only high master who had a degree in physic. His medical knowledge he turned to account in a manner whereby his name is better remembered than by his position as a schoolmaster. Like many of the authors of the Shakespearean period he had a pretty fancy in the way of alliterative titles. One of his books is called "The Well of Wisdome," and the one expressive of his medical predilections is entitled "The Haven of Health." As this is quite a rare book, and much sought after, and because the attitude of this medical schoolmaster towards his pupils is worthy of remark, I will quote the title page:—"THE HAVEN OF HEALTH, Chiefly gathered for the Comfort of Students, and consequently of all those that have a care of their health; amplified upon five words of Hypocrates, written *Epidem.* 6: *Labor, Cibus, Potio, Somnus, Venus.* . . . by Thomas Cogan, Master of Arts and Batchelor of Physicke. . . Ecclesiasticus cap. 37-30. By Surfeit have many perished: but he that dieteth himselfe prolongeth his life." It is not clear to me how many editions this book went through. Its first appearance seems to have been in 1584, and there are records of title pages with dates of 1586, 1589, 1612 and 1636. The last of these is definitely named as the fourth edition.

## Cogan's Idea

in writing a work of this character was probably generated by the editions of Thomas Paynel's English translation of the "Regimen Sanitatis Salerni," of which the first was published in 1530. His volume, of over 300 pages, is a greatly extended commentary on the "Regimen," enriched with much practical experience of his own, and tricked out with very many and cogent quotations from the ancient authors, divine and profane. He treats of foods, spices, drinks, meals, sleep, labour, seasons, "the times of the day," study, cordials, "Venus," etc., in chapters numbering 243. An observation of his upon wheaten bread may be commended to those disputants who severally contend for the superiority of white or brown bread. He writes: "Browne bread, made of the coarsest of Wheat flower, having in it much branne, and that bread which Galen calleth Autopyros, that is, when the meale wholly unsifted, branne and all is made into bread, filleth the belly with excrements, and shortly descendeth from the Stomacke. And beside—that it is good for labourers. I have known this experience of it, that such as have beene used to fine bread, when they have beene costive, by eating browne bread and butter have beene made soluble." Herbs, such as are common to this country, he treats of pretty fully, and has much to say of their medical properties as well as of their dietetic values. But the advice he gives to students upon their manner of living, including times and kinds of meals, drinks, sleep and more intimate matters constitute the characteristic feature of this book by a high-minded schoolmaster of the sixteenth century.





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## Editorial Articles

### Proprietary Medicines Bill

THE Proprietary Medicines Bill, introduced into the House of Commons on May 11, and printed in full on pp. 612-14, follows closely the forecast given on p. 176 of our issue of February 14. In the absence of knowledge to the contrary, it must be assumed that it is intended to be taken seriously by the seven members who have backed it, though any group of M.P.s intent upon the exploitation of their particular "crank" may introduce a Bill into the House of Commons (to be printed and circulated at the public charge) which has not the remotest chance of becoming law, but which will afford passing amusement to the more sober-minded section of the community. As will be seen from the text, the authors of the Proprietary Medicines Bill desire to regulate the manufacture, sale and advertisement of "certain medicines and surgical appliances." The Bill proposes not to allow any medicine to be sold unless its composition is set forth in an official register. We can imagine—with an effort—the proprietors of the great daily newspapers of the country, who depend upon profits from advertising, tumbling



over one another to give this wonderful measure their enthusiastic support.

#### A Possibility and a Tendency

At the same time, there is always a possibility that hastily devised legislation may, on some pretext or other, slip through the normal obstacles of parliamentary procedure, and occasion considerable mischief by disturbing legitimate trades and industries. We have lately been favoured with a copy of a lengthy and diffusely written "Suggested Plan for the Control of the Sale of Proprietary Medicines," drawn up for the New York City Health Department by Dr. Samuel M. Gordon, the importance of which lies, we think, mainly in its revelation of the trend of thought among a section of the medical profession of the United States. A few extracts will indicate this trend:—

"It can generally be agreed that patent medicine exploitation may be controlled by effective educational and publicity material.

"It is not a forlorn hope to feel that if the proper appeal is made, progressive newspaper publishers would be glad to confine statements in their advertising columns to the recommendations of the Board of Health.

"A survey of the number of drug stores in the city might be made. This survey might include a study of the general type of merchandising done by these drug stores, with special reference to the number and kind of patent-medicine preparations handled and the purchasing power of the residents of certain districts.

"The present provisions for the registration of proprietary medicines by the Department state that information submitted by a 'proprietor' is to be held confidential by the Department. This places an undue burden on the Department, and theoretically denies to the public information to which it ought to be entitled. . . ."

If that type of policy gains ascendancy in this country, the handling of proprietary medicines will become a very onerous business. We need not, at this stage, examine the provisions of the present Bill in fuller detail, but we may repeat the intimation given on February 14, that the Minister of Health is to be empowered to make regulations (Sec. 5 (1) (e)) "for providing for any matter for which provision may be made by regulations under this Act, and for prescribing any matter which is to be prescribed under this Act." We commend such features of the Bill to the attention of the manufacturers and other interests concerned.

#### Chemists and Insurance Dispensing Discounts

WE print elsewhere in this issue a full report of the proceedings, on May 15, before Mr. Justice Farwell, when the Attorney-General came in person to ask the Court to stop peremptorily the further progress of an action commenced by the Retail Pharmacists' Union against the Minister of Health, claiming an injunction to restrain that Minister from breaking the terms of a contract alleged to have been made by him with the Union in regard to the co-operative dispensing trouble (to put the matter quite briefly and plainly). Our readers are familiar with the facts, as to which much strong feeling has, not unnaturally, been aroused. The Attorney-General's application was granted, and, subject to any appeal which may follow, the judge stopped the action on the ground that it was misconceived, could not possibly succeed, and would, if allowed to go on, involve an "absolute waste of money." The R.P.U.

is therefore placed, for the time being at all events, in a singularly undignified position from which it may be very difficult to extricate itself.

#### Alternative Procedure

For our own part we find some difficulty in appreciating the wisdom of any sort of legal proceedings at all in the matter of this kind, because in our view what the present Minister of Health has thought fit to do in regard to the terms on which co-operative societies are to dispense under the National Health Insurance Scheme provides admirable material for public discussion. By launching an action in the High Court against the Minister, the R.P.U. practically closed its own mouth about the matter. Apart from that, it is to be hoped that its legal advisers will profit by the experience, and consider, next time they are moved to litigate, whether the traditional procedure of the Chancery Division is the surest avenue to the goal they desire to reach. It is not impossible that proceedings in the King's Bench Division might have been instituted with a greater prospect of success. However, the matter now appears to be *res judicata*.

#### The Pharmaceutical Council Election

THE signs and portents in pharmaceutical affairs for the last few months have been sufficiently disturbing to satisfy pharmacists who seek excitement. The concentration came on the Council election. The seven retiring councillors chose to stand together, a plan which has its drawbacks as well as advantages. Probably never, since the 'nineties of last century has there been such prolific window dressing of unsaleable pharmaceutical goods at Bloomsbury Square as during the last nine months. When things became reduced to realities, the rebound on the retiring candidates was a little more forceful than pleasant. On the face of it, the displacement of Mr. F. G. Wells is only disturbing from the sedulously cultivated idea that the Pharmaceutical Council is a London Council—one of the most foolish illusions that can beset a public body. Of the six claimants, four were pressing from the old optical angle. One chemist from the Midland city set about the election in a businesslike way and showed great promise. His achievement was remarkable. The votes cast for him were 4,431 on a purely local reputation. Mr. Atkinson is to be congratulated on achieving a national position on local activity. The result shows 7,452 valid votes out of 13,612, and again some will deplore a lack of interest. Really, considering all things, the proportion is good. The unfortunate thing for the Council of the Society is that it has met a defeat, and the youngest member has felt the blow. The Council is to blame for its vacillating policy. It is a time for a new valuation of factors in pharmacy. The Council can still make good over this Bill if it will show more confidence in its members and common sense in handling what is really a fairly straightforward problem.

THE business of Mr. W. J. Edmonds, chemist and druggist, of Penang, has been acquired by the George Town Dispensary, Ltd., of Penang and F.M.S. The business will be carried on under the former name and on the same lines as before. Mr. Edmonds is leaving shortly for home on holiday.

LEICESTER COLLEGE OF TECHNOLOGY.—An illustrated twelve-page booklet has been issued by the Department of Pharmacy of the Leicester College of Technology, giving particulars of a course of study for the examinations of the Pharmaceutical Society and the B.Pharm. degree of London University. A one-session course for students who have passed the Chemist and Druggist Qualifying examination and are desirous of obtaining the Pharmaceutical Chemist diploma has been provided.



# Pharmaceutical Society of Great Britain

## Ninetieth Annual Meeting, London, May 20

THE fact that this year's annual meeting of the Pharmaceutical Society, held at 17 Bloomsbury Square on May 20, was the ninetieth of the series passed unremarked, so far as we noticed, by any of the speakers—possibly because there were more important matters to discuss, or possibly because of the depressing effect of a dull and chilly morning. The audience did not vary perceptibly from its normally modest size. Supporting the president (Mr. A. R. Melhuish) at the table were the vice-president (Mr. F. G. Hines), the treasurer (Mr. John Keall), the Society's solicitor (Mr. W. H. Quarrell), the secretary (Mr. H. N. Linstead), and the resident secretary in Scotland (Mr. J. Rutherford Hill). The members of the Council present in their reserved seats were Mrs. Freke and Messrs. H. Antcliffe, F. E. Bilson, T. Guthrie, T. Hardy, John Humphrey, A. H. Jenkin, L. Moreton Parry, P. F. Rowsell, E. H. Simmons, H. Skinner, and F. G. Wells; and the remainder of the audience included Mrs. Irvine, Mr. Alban Atkin, Mr. Frank Browne, Mr. J. P. Gilmour, Mr. H. M. Hirst, Mr. E. J. Millard, Mr. J. Milner, Mr. H. Roberts, Mr. J. H. Robinson, Mr. W. I. Scholes and Mr. Hugo Wolff.

The president's speech, which occupied just over half an hour in delivery, commenced with a carefully worded warning on the condition of the Society's finances, a topic that will probably be again in evidence during the next twelve months. The text of the report was summarised more briefly than usual, so that the concluding part of the speech might be devoted to the Pharmacy and Poisons Bill. Members who read the pharmaceutical Press were, no doubt, already in possession of the main facts put before them by the president; but it was encouraging to hear his reiteration of the "one simple policy" of the two fundamental amendments to be insisted upon by the Society as the condition of support. The discussion, as a whole, gave the impression of a somewhat more discursive tendency than usual on the part of those who took part in it; and the president, dexterously skating over some thin patches of ice in his reply, appeared to be of this opinion. Incidentally, the discussion included some plain speaking on the question of unity versus division in the ranks; incidentally, too, the president had to issue a warning against smoking in the lecture theatre. The meeting stood adjourned at 1.45 for the counting of the votes.

### The President's Speech

THE PRESIDENT, who was received with applause, said:—

My first duty as chairman of this annual meeting is to submit for your consideration and approval the annual report of the Council for the year 1930. . . . May I take it that you are agreed that the report shall be taken as read? (Agreed.)

It is customary for the president, in moving the adoption of the report, to refer to the more important of its contents and to bring them up to date. The report itself is for the year 1930, and there have been during the opening months of this year several important happenings to which I am sure it will be your wish that I should refer. In particular there are, of course, the most recent developments in connection with the Pharmacy and Poisons Bill. As I desire to take this opportunity of giving you the latest possible information concerning the Bill, I will be as brief as I can in dealing with the other matters in the report, although it contains a number of particularly important matters.

### FINANCE

I think it would be convenient if in dealing with the report I follow the order of the paragraphs as they are there set out. The first paragraph summarises the balance sheet. Broadly speaking, the income and expenditure balance, but we finished the year with a deficit of £340 against a surplus of £305 in 1929. You will see that the income for 1930 shows a falling off of over £5,000, in spite of an increase from membership subscriptions of £1,000. What has happened is that our income has fallen, but our expenditure has not fallen in proportion. The main source of loss of income is examination fees, and here there has not been a corresponding saving in expenses, as the new system of examinations with the practical work in botany and physics, and with provincial centres, has meant that the cost of the examination per candidate has increased. This is the main reason for the deficit, and one which is very largely beyond our control, for we have no effective means of regulating the number of candidates who may present themselves for examination.

Our present leases have, as you know, not a great many years to run, and we have to look well ahead for our financial arrangements. It is estimated that we should every year be saving £5,000 to meet our commitments when the leases come to an end, and it is clear that if our income remains at the present level and our expenses are not reduced we shall find ourselves in exceedingly difficult financial circumstances. The Finance Committee have made a careful survey of the whole of our items of expenditure, and have formulated many proposals for economies. These have been referred to the various committees responsible for the spending of money for examination; and I anticipate that the result of all our committees applying themselves to the question of reducing expenditure will be that we shall, without very considerably curtailing any branch of our activities, make considerable retrenchments. If no improvement in our income manifests itself next year, we shall then be faced with the more difficult problem of deciding whether there is any branch of our activities which we cannot afford to continue. I, personally, am very hopeful that we shall not be compelled to take any such drastic decision, but that the economies we can effect, coupled with increased income, will enable us to tide over what does at the present time appear to be a serious position.

The next section of the report deals with the Registers. I am happy to be in the position of saying that we have again to record a substantial increase in membership. At the end of the year there were 545 more members of the Society than at the beginning, and the total membership is the highest in the Society's history. We have to record a further decrease in the number of persons registered as apprentices or students, and I regret to notice that the decline in the number of student-associates still continues. Possible reasons for this decline are under consideration by the Organisation Committee.

### LEGAL ACTIVITIES

You will notice from the paragraph headed "Legal" that the Law Committee have been active in the arrangements they have made for the inspection of the shops of chemists and of unqualified persons. Not only have many proceedings been instituted by the Society itself, but numerous breaches of Section 5 of the Poisons and Pharmacy Act, 1908, have been discovered which have been reported to the police. We might well emphasise at the present time the fact that since the Society came to an arrangement with the Home Office whereby breaches of this section discovered by the Society's inspectors are reported to the police,



the requirements of the Section are now much more generally observed than they were before the Society had any hand in the administration of that Section. The report records that we were successful in an action taken in the Wood Green County Court to determine whether it was legal for a chemist to sell poisons from an automatic machine. We appealed in order to get a decision from the High Court, and, as you are all aware, we were unsuccessful, the High Court deciding that the only section under which we could proceed had not been designed to remedy this particular evil, and that fresh legislation would be necessary if the practice was to be made illegal. The decision has been given at an appropriate time, since if the Pharmacy and Poisons Bill becomes law I have reason to believe that this particular point will be covered. It is a point to which we have attached considerable importance, and has by no means been lost sight of by your Council. I might take this opportunity of mentioning that, believing as we do in the value of the special knowledge of the seller when drugs are being sold, we are bound to regard the sale of any drugs, and more especially poisons, through automatic machines as a retrograde step. The next section of the report deals with the publication of the report of the Departmental Committee on the Pharmacy and Poisons Acts. I propose to defer what I have to say under this heading until I have concluded my general remarks on the report, as in this particular direction much has happened since the end of the year.

#### EXAMINATIONS

The increase in the number of entrants for the examinations, to which I referred in my remarks under the heading of Finance, is shown by the figures given in the paragraph on examinations. The high proportion of failures in the examination is something which has given great concern to the Council, and we have made diligent inquiry into its causes with a view to finding remedies. One thing is clear, the standard of the examination must not be lowered. As the Government visitor, Sir William Willcox, has emphasised on more than one occasion, it is essential that we shall demand, in pharmacy in particular, a really high standard of our candidates. From the intimate knowledge I have acquired of the workings of the examinations during this year, and during my years as vice-president, and from many consultations I have had with members of our Board, I am satisfied that the examinations themselves are an adequate and fair test of the candidates' knowledge and ability. The fault is to be looked for, I think, in two directions: first, the standard of preliminary knowledge which we demand, and, secondly, the training which some of the candidates receive. I am not here suggesting that there is necessarily a fault with the teaching so much, but the evidence of the candidates' answer-books does show that there are institutions where the present-day requirements of our examinations are not fully realised. To meet this, the Board of Examiners in England has after each examination published detailed criticisms of the questions which have been set at the examination. These have been circulated to the recognised schools, and the examiners assure me that they have been able to trace many definite improvements in the standard of the answers as a result of the publication of these criticisms. The difficulty of the Preliminary examination will, I hope, be overcome when the recommendations of a subcommittee of the Education Committee which has been considering education changes are put into operation. It is proposed that the standard of the Preliminary examination shall be raised shortly by the elimination of some of the lower standard examinations that we now accept, and that in four or five years' time we should insist upon a matriculation standard. This does not necessarily mean the matriculation examination of the Universities, but it does mean that no examination of a lower standard than that will be accepted. Committees of the Council are at the present time working out the details of these proposals. It is my conviction that until there is a higher standard for our Preliminary we cannot expect

any very appreciable improvement in our examination results.

The next important matter to which I wish to refer is that mentioned in the section headed "The Society's House." You will see from the report that the Council has purchased a freehold site in this neighbourhood with the intention that it shall eventually be utilised for the erection of a new headquarters for the Society. Our present house has served the Society well in the past, and all of us who have a sense of history and some of the traditions of our Society, will regret the possibility of the Society having to break its long association with Bloomsbury Square. Those who are familiar with our present premises, and particularly with our present needs, will understand how unsuitable those premises are, and how much more efficiently our many activities could be carried on in a building designed and built for our own purposes. Before they made the purchase the Council explored the possibility of remaining on the present site, but the terms upon which we could do so and the fact that the purchase of the site was impossible led them to take the step that they have taken. They believe there can be no doubt that a Society such as ours, destined, we believe, to continue its work for very many years to come, should possess its own freehold property.

#### THE CONFERENCE AND THE CODEx

It would not be right that I should allow this opportunity to pass without making some reference to the British Pharmaceutical Conference which was held at Cardiff in July 1930. Those of us who were there carried away nothing but the pleasantest memories of the fine municipal building in Cathays Park so generously placed at our disposal by the Corporation of the City, and we owe a sincere debt of gratitude to our Cardiff friends for all the time and trouble they gave to organising the Conference, and for the generous hospitality with which they entertained us.

I must say also a word about the revisions of the British Pharmacopœia and the British Pharmaceutical Codex, which have made such steady progress during the year. The revision of the Pharmacopœia is, of course, the duty of the General Medical Council and not of the Pharmaceutical Society; but I think we may claim that individual members of the Society are taking a not inconsiderable part in that revision, and that the co-operation between the two revising bodies to which reference was made in last year's annual report has continued up to the present time. My colleague Mr. Skinner, as chairman of the Codex Revision Committee, with the assistance of Mr. Corfield as editor, has been hard at work on the revision of the Codex. We have secured an energetic company of honorary workers for the task of revising the monographs, many of them are also engaged upon the revision of the British Pharmacopœia, and we are indebted to them to a greater degree than can be expressed in mere words for all the time and energy and enthusiasm that they have given to this purely voluntary work.

There is much that I would like to say arising out of the last paragraphs of the report, but I must select one or two matters only. First, we want to express our grateful thanks to the branch officers, upon whom the Council at headquarters and the members throughout the country depend for the efficient running of the branches. To be a branch secretary is no easy task. Even the office of branch president has its drawbacks. This year has been a particularly difficult and strenuous one for these gentlemen; we have called upon them to undertake much work since the Pharmacy and Poisons Bill was introduced into Parliament. With scarcely an exception they have responded to the demands we have made upon them; and I do want to assure them that I, as president, appreciate what they have done, as I am sure you and all the other members do. The second matter is the Benevolent Fund. We do not want to be perpetually appealing for subscriptions to the Fund. Indeed, the Fund is of such a nature that it ought not to need the incentive of occasional appeals. It should, to my mind, be a fund to which each of us as a matter



of course gives something each year when we pay our subscription. I do not, therefore, propose to make an appeal for subscriptions in any formal way. I will content myself with drawing the attention of those of you who are here, and, through the pharmaceutical papers, our membership generally, to the fact that the income for the year 1930 was £243 less than during the preceding year, while the expenditure was £317 more.

#### PHARMACY AND POISONS BILL

I have purposely cut short my remarks upon the report in order that I may take this opportunity of telling the meeting and pharmacists generally something of the activities of the Society and of the organisations that have worked with us since the Pharmacy and Poisons Bill was introduced into the House of Lords of March. At the end of February and the beginning of March the secretary attended a number of meetings at the Home Office at which a large number of detailed amendments suggested by the Society were accepted by the Government. They are, of course, amendments upon points of detail, but incorporated as they now are in the Bill they represent a number of quite definite improvements. At the beginning of March my consultative committee, consisting of Mr. Hines, Mr. Linstead, Mr. Mallinson, Mr. Neathercoat and Mr. Skinner, met representatives of the Home Office and Privy Council Office for a conference upon the main proposals which the Society has to make. Prior to that we had had a conference with the Privy Council and also with the Ministry of Health. We found that the Government were not then prepared to accept our two amendments which we regarded as fundamental, namely, the reservation of all dispensing in shops to pharmacists and the limitation of the poisons which might be placed in Part II of the Poisons List. Shortly after this, my Committee had a conference with representatives of the British Medical Association, as a result of which we were able to remove certain misapprehensions under which the Association had been, and were able to satisfy them that our proposals were not contrary to the interests of the British Medical Association. In the meantime we had been actively engaged in getting into personal touch with members of the House of Lords. . . . The Bill obtained its third reading on April 28, and its first reading in the Commons on May 1.

Steps were at once taken to prevent its proceeding to a second reading in the Commons without the Government giving time for a full debate. In endeavouring to do the utmost we could I have had two separate and personal interviews at the Home Office, and have endeavoured to do my utmost to obtain what we require by negotiation rather than by discussion and division on the floor of the House of Commons. We at once put into operation the machinery which had been ready since the general election, and requested our branches to seek interviews with their members of Parliament, and in particular those members who had promised to receive deputations when the Bill reached the Commons. You will remember that at the last general election we made arrangements to obtain promises from members that they would receive deputations when the Bill reached the House of Commons. That piece of machinery has been most valuable, in my judgment; in the present emergency. I must here attempt to express the thanks which are due to the branch officers and the other members of the branches who so readily responded to our request and who gave up many of them much time to interviewing their members. I have sometimes met branch officers who have questioned the advantages of our branch organisation. They have felt that, apart from the social events that branches are able to arrange, there is very little practical work they have to do. Personally, I have always regarded our branch organisation as being partly, at least, a piece of machinery waiting to be put into operation for emergencies such as this. Within a week of the letter leaving Bloomsbury Square, we had, through our branches, got into personal touch with the great majority of members of Parliament within one week—a result which it would have been entirely impossible to have achieved had it not been that our branches were in being, organised for

this very purpose and that our branch officers themselves were ready to respond immediately to our demands. Many branches sent representatives from considerable distances to London to meet four or five members of Parliament. Another branch sent more than sixty pharmacists to meet its members in the House. Representatives of the Society interviewed the Health and Housing Committee of the Conservative Party and the Medical Committee of the House, and there was a meeting to which all members of the House were invited on May 14, which was addressed by Mr. Bennett, Mr. Mallinson, Mr. Linstead and myself. In spite of the fact that an important debate upon the future airship policy of this country was in progress at that time, we had an attendance of some fifty or more members. Our plans were laid for the second reading debate, which we anticipated would take place on Friday last. We had numerous supporters in the House, some of whom had put off visits to distant parts of the country in order to be present. As you now know, the first question on the Order Paper was the second reading of the Postal and Telegraphs Bill, which lasted so long that there was not sufficient time left for the debate on the Pharmacy and Poisons Bill, which was postponed first of all until Monday last, and then until June 2 next. The position now is that the Bill cannot get its second reading until the Government is able to find another day for the debate. Whether they will be able to do so before the end of the session we do not know but I can assure you that the fact that the debate did not come off on Friday has not meant that we have slackened our efforts in any respect at all. We have still before us the one simple policy, that should the Bill become law it shall contain our fundamental amendments. Should the Bill become law in spite of our endeavours, we shall at least have the satisfaction of knowing that it has not been for lack of any endeavour on our part.

In conclusion, the president made appropriate reference to the deaths of two past-presidents of the Society, Mr. J. F. Harrington and Mr. F. Pilkington Sargeant, whose loss to the Society, as well as to those who were closely associated with them, was very great. The president also paid a warm tribute to the work of the staff, from the highest to the lowest, and said that while everyone had worked with the utmost energy and loyalty, Mr. Linstead, the secretary, merited special reference for the enormous amount of work he had put in. (Applause.) No one could appreciate as much as he (the president) the amount of energy, push and go which the secretary had put into his duties. He (the president) was grateful to Mr. Linstead personally, and he thought pharmacy also should be grateful.

The VICE-PRESIDENT formally seconded the resolution.

#### Discussion

Mr. McNEAL (Harrow) criticised "The Pharmaceutical Journal," urging that whoever exercised control over it should cultivate a more unbiased attitude. He was constantly receiving complaints from members who had written to the Journal that their letters were not published. While admitting that it was impossible to publish every letter, he regarded it as strange that the letters which were suppressed contained criticism either of the Council or the Poisons and Pharmacy Bill. He wished to make it clear that in criticising the Journal he was not in any way reflecting upon the editor. Turning to the finances of the Society, he compared the 1928 balance sheet with that of the current year, and pointed out that there had been substantial increases of expenditure in many cases. The Journal, for example, instead of being a liability, should be made an asset. The increase in membership meant increased circulation, which should be an inducement from an advertising point of view. With regard to the Poisons and Pharmacy Bill, he said it was stated at the delegates' conference that if the Council could not get their amendments accepted they were going to refer the matter again to the delegates. Many of them had looked forward to that meeting, but it had not been called. He objected to any expressions of opinion being put forward as such as would have been held by the late Sir William Glyn-Jones.



Mr. ATKIN (Hampstead), referring to Mr. McNeal's criticism of the Journal, said not only had his letters been published in it, but he had always felt that those who conducted it were unbiased.

Mr. ROBINSON (Liverpool), in a humorous speech, congratulated the president on having acted according to the traditions of an English gentleman. He urged that the Benevolent Fund should be put on a proper business basis without any further delay, so that they might vote at its elections, and caused amusement by describing candidates' election addresses as "S.O.S.—save our seats." He suggested that there was need for economy in connection with the Journal, and that its finances should be overhauled.

Mr. WOLFF (Ealing) congratulated the Society and the Council on their far-sighted policy in setting up the Pharmacological Laboratories, to the research work of which a great many manufacturers were very much indebted. He regarded the Laboratories as one of the finest investments the Society had ever had, and a great tribute to the experience of the Council. He regretted that a time when there was greater need of unity than ever before in the history of the Society certain members had seen fit to split its forces, with the result that two sets of people had waited upon the authorities and members of the House of Commons on the subject of the Pharmacy and Poisons Bill. He was greatly interested in what had been said about Sir William Glyn-Jones, but he could picture Sir William's scorn, abhorrence and disgust at anybody who would seize such a critical time in the history of pharmacy to set up another organisation for any purpose whatever.

Mr. HIRST (Scarborough) referred to the decrease in the number of apprentices, and said there would never be any increase until they passed a by-law that no chemist should take an apprentice who was not indentured. As a matter of fact, chemists were going back to the old glorified errand-boy system, and it was a great mistake. With regard to student-associates, he suggested it would be a good thing if the half-crown allotted for each member were earmarked for the provision of prizes.

Mr. BARRS (Kensington) spoke of the need for retrenchment in expenditure, and asked if he could propose an amendment calling for special consideration of every department of the Society's organisation with a view to effecting economies without impairing efficiency.

Mr. SINCLAIR (Woolwich) said he would second such an amendment.

The PRESIDENT pointed out that any such amendment would be a motion of lack of confidence in the Council, which had already done a good deal in the direction indicated.

Mr. MILNER (Greenwich) congratulated the president on the way in which he had presented the report, and pointed out that the past year had caused more hard work than any other in the Society's history. He could not imagine what more the Council could have done than they had done in connection with the Pharmacy and Poisons Bill.

At this stage, the mover and seconder insisting upon going forward with the amendment, it was put to the meeting, but only three persons voted in favour of it, and it was declared lost.

#### President's Reply

The PRESIDENT, replying on the discussion, said Mr. McNeal had made several points, some of which were quite legitimate and proper. With regard to publication of letters in the Journal, however, Mr. McNeal had to realise that discretion did not rest with the chairman of the Committee, nor with the Committee itself, but with the editor. He thought that Mr. McNeal had two letters in the Journal in one week recently, and had not much to complain about in that connection. Advertising was very difficult to get in these days of trade depression, but those responsible for that side of the Journal were leaving no stone unturned in their efforts to make it lucrative. Reference had been made to the finances of the Society, but he pointed out that even the amount allocated to the Pharmacological

Laboratories had been substantially reduced compared with last year. Very material retrenchments were being made wherever possible. Travelling expenses had increased, but that was to be expected in view of the number of special meetings which members of the Council had been called upon to address in constituencies all over the country. Mr. McNeal had spoken at some length on the Pharmacy and Poisons Bill, and had said that nothing was done at Cardiff. He (the president) thought, however, that they would agree that it was a democratic and proper procedure to bring such a matter before the Conference. He himself was at considerable pains to put the position as he knew it before pharmacy, and it undoubtedly cleared the air. They were very glad to welcome Mr. Robinson, whose remarks he (the president) appreciated. Mr. Wolff and Mr. McNeal had both dealt with matters which were just within the domain of the meeting and not very much within it. (Laughter.) But he believed that the utmost latitude should be allowed to discuss all the affairs of the Society. (Hear, hear.) Mr. Hirst's suggestion regarding student-associates would be borne in mind. Mr. Barrs had made a point with regard to the Pharmacy and Poisons Bill, and seemed to draw some distinction between the attitude of some people and that of the Council. But they were all opposed to the Bill at the moment. Some of them, however, wanted to make a useful measure out of it, while others wanted to depart from that particular attitude.

The resolution, on being put to the meeting, was adopted.

#### SCRUTINEERS

On the motion of the PRESIDENT, several persons were appointed to act as scrutineers to examine the ballot papers in the Council election.

#### AUDITORS

It was proposed, seconded and adopted that the following be appointed auditors:—Messrs. C. A. Hill, J. S. Hills, T. E. Lescher, E. J. Millard, E. A. Umney.

#### REGISTERS

The PRESIDENT called attention to the fact that the Registers were available for inspection.

An impromptu vote of thanks to the president for his onerous work during the year, proposed by Mr. N. H. SCHOLLAR, was carried by acclamation and briefly acknowledged.

The meeting was then adjourned for the purpose of counting the votes.

#### Council Election Result

The counting of the votes was finished just before 6.30. The PRESIDENT, on taking the chair, announced the result of the election. The number of voting papers issued was 13,612; the number returned was 7,541, of which 89 were ineffective, leaving 7,452 valid. The result was as follows:—

Peck, E. S.	...	...	4,704
Skinner, H.	...	...	4,595
Atkinson, J. W.	...	...	4,431
Parry, L. M.	...	...	4,083
Antcliffe, H.	...	...	3,901
Marns, T.	...	...	3,713
Beardsley, W. J.	...	...	3,340

Lean, W.	...	...	3,101
Wells, F. G.	...	...	2,987
McNeal, J. F.	...	...	2,880
Barrs, P.	...	...	2,869
Miller, T. C.	...	...	2,726
Laws, J. J.	...	...	2,516

The PRESIDENT moved the customary vote of thanks to the scrutineers, and Mr. F. BASCOMBE briefly replied.

The proceedings ended with a vote of thanks to the president for his services, proposed by the VICE-PRESIDENT, and seconded by Mr. SKINNER.



# Proprietary Medicines Bill

The following is the text of the Proprietary Medicines Bill, introduced (as briefly reported in our issue of May 16) in the House of Commons on May 11 by Dr. Hastings, supported by Colonel Fremantle, Mr. Tinne, Dr. Morris-Jones, Mr. Ramsay, Dr. Salter and Mr. George Oliver. The provisions of the Bill are in close accord with the outline given in the *C. & D.* of February 14 (p. 176)

A BILL TO Regulate the manufacture, sale and advertisement of certain medicines and surgical appliances; and for purposes connected therewith.

BE it enacted by the King's most Excellent Majesty, by and with the advice and consent of the Lords Spiritual and Temporal, and Commons, in this present Parliament assembled, and by the authority of the same, as follows:—

1.—(1) It shall not be lawful for any person to manufacture or prepare for sale any proprietary medicine or any proprietary surgical appliance unless—

(a) he is duly registered under this Act as the owner of the medicine or appliance as the case may be, or is a person authorised by the registered owner to manufacture or prepare for sale the medicine or appliance on his behalf; and

(b) the medicine or appliance is a medicine or appliance duly registered under this Act; and

(c) in the case of a medicine, it is compounded of the ingredients and in the proportions specified in the register, or, in the case of an appliance it corresponds with the specimen furnished under this Act to the register.

(2) It shall not be lawful for any person to sell, offer for sale or have in his possession for sale, any proprietary medicine or proprietary surgical appliance which is not registered under this Act, or any proprietary medicine or proprietary surgical appliance registered under this Act unless it bears the number assigned to it in the register, or any proprietary medicine or proprietary surgical appliance which is manufactured elsewhere than in England and Wales unless the owner thereof or his representative is duly registered under this Act.

(3) If any person acts in contravention of this section he shall be guilty of an offence against this Act.

(4) Provided that proceedings shall not be brought against any person for manufacturing or preparing for sale a proprietary medicine compounded of other ingredients or in other proportions than those specified in the register except by the Minister.

(5) This section shall come into operation on the expiration of six months from the date on which notice is given by the Minister in the "London Gazette" that applications for registration under this Act will be received.

2.—(1) After the expiration of six months from the passing of this Act it shall not be lawful for any person to sell, or to offer or advertise for sale, any medicine or surgical appliance of any kind whatsoever purporting or stated directly or by implication to be effective for the cure of deafness or rupture or for the prevention, cure or relief of any of the diseases or infirmities mentioned in the schedule to this Act.

If the Minister is of opinion that the provisions of this subsection should extend to any other disease or infirmity he may upon giving six months' notice in the "London Gazette" of his intention to do so, by regulations under this Act add the name of that disease or infirmity to the schedule to this Act.

Provided that before any regulations are made for the purpose of the foregoing provision, a draft of the regulations shall be laid before both Houses of Parliament, and the regulations shall not be made unless

both Houses by resolution approve the draft either without modification or with modifications to which both Houses agree, and upon such approval being given the regulations may be made in the form in which they have been approved.

(2) No person shall print, publish, or distribute, or be concerned in any manner in the printing, publication or distribution of, any advertisement or communication relating to any article expressed in such terms as may, or are likely or calculated to, suggest—

(a) that the article may be used or may operate as a means of producing an abortion or miscarriage; or

(b) that it may be used or operate for the cure of sexual weakness, or for the promotion of sexual virility in the male and sexual desire in the female, or for the purpose of preventing masturbation or sexual excess, or for the cure of disorders alleged to be associated with these practices.

(3) If any person acts in contravention of this section he shall be guilty of a misdemeanour.

(4) Nothing in this section shall operate to render unlawful any advertisement, notification, or recommendation, made or published by any local or public authority or made or published with the sanction of the Ministry of Health; or any publication sent only to duly qualified medical or dental practitioners or to wholesale qualified medical or dental practitioners or to wholesale or retail chemists for the purposes of their business.

3. If any person—

(a) being the registered owner or the vendor of any proprietary medicine or proprietary surgical appliance, or the agent of any such owner or vendor, solicits or invites, whether by advertisement or otherwise, any person suffering or believing himself to be suffering from any ailment to enter into correspondence with him, either directly or indirectly, with reference to the ailment, or by correspondence treats or offers to treat any person suffering or believing himself to be suffering from any ailment, or offers to give advice to any person with reference to the cure, relief or prevention of any ailment, or to return money paid therefor if such cure, relief or prevention does not take place; or

(b) publishes or otherwise makes use of any fictitious, false or misleading testimonials in relation to any proprietary medicine or proprietary surgical appliance; or

(c) publishes, whether in any advertisement or otherwise, a statement to the effect that a proprietary medicine or proprietary surgical appliance is recommended by a duly qualified medical or dental practitioner without including in the statement correct and full particulars with respect to the name and qualifications and, in the case of a living person, the address of the medical practitioner; or

(d) publishes, whether in any advertisement or otherwise—

(i) a quotation, or any words purporting to be a quotation, from any medical, dental or pharmaceutical publication, and containing a recommendation of a proprietary medicine or proprietary surgical appliance; or

(ii) a statement to the effect that a proprietary medicine or proprietary surgical appliance is recommended in any such publication, without adding to the statement or quotation the name, date and page of the publication to which reference may be made for its verification; or



(e) publishes, whether in any advertisement or otherwise, a false statement to the effect that or a statement calculated to induce any person to believe contrary to the fact that, a proprietary medicine or proprietary surgical appliance was discovered, invented or compounded by a duly qualified medical practitioner; or

(f) publishes a false trade description of any proprietary medicine or proprietary surgical appliance, he shall be guilty of an offence under this Act:

Provided that nothing in this section shall operate so as to render unlawful the use by an owner of a trade mark or trade name in which he held proprietary rights and which was in use on the first day of May, nineteen hundred and thirty-one.

4.—(1) for the purpose of this Act the Minister shall form and keep, subject to and in accordance with the provisions of this Act, a register of owners of proprietary medicines and owners of proprietary surgical appliances, and of proprietary medicines and appliances.

(2) The register shall consist of the following parts:—

(a) a register of the persons registered as such owners as aforesaid;

(b) a register of proprietary medicines;

(c) a register of proprietary surgical appliances.

(3) The Minister shall appoint a proper person to be registrar for the purposes of this Act and shall assign to him such duties in connection with this Act as he shall think fit.

(4) In the case of applications for registration made after the date of the coming into operation of section one of this Act, on the receipt of an application to register a proprietary medicine the registrar shall, provided the person applying for the registration shall in all respects comply with the provisions of this Act, register the article within thirty days of the application duly completed having been lodged with him.

In the case of an application to register an article which was being sold at the time of the passing of this Act, the period of six months shall be substituted for thirty days.

(5) The register of proprietary medicines shall be kept in two separate books, in one of which (in this Act referred to as "the formulæ book"), there shall be contained the particulars with respect to the ingredients and composition of the medicines, and in the other of which there shall be contained all the other matters which are required to be registered in relation to proprietary medicines.

(6) Notwithstanding anything in section fourteen of the Evidence Act, 1851, or any other Act, the registrar shall not furnish any copy of or extract from any entry in the formulæ book relating to any medicine to any person other than the registered owner of the medicine, and the registrar shall not, except with the consent of the registered owner of a medicine, produce or otherwise disclose the entry in the formulæ book relating to that medicine on any proceedings in any court, other than proceedings against a person for manufacturing or preparing for sale a proprietary medicine alleged to be compounded of ingredients or in proportions other than those specified in the register or proceedings on an appeal against the removal of a medicine from the register.

(7) A certificate purporting to be a certificate under the hand of the registrar stating that any person or any medicine or appliance is, or was at any date, or is not, or was not at any date, duly registered under this Act, or stating that any other particulars are, or were at any date, or are not, or were not at any date, contained in the register with respect to any person, medicine, or appliance registered therein, shall be conclusive evidence in all courts of law, of the facts stated in the certificate.

(8) If the registrar or any other person without lawful authority publishes or communicates to any person any information which has, for the purpose of procuring the registration of any medicine under this Act, been fur-

nished by any person with respect to the ingredients or composition of that medicine he shall be guilty of a misdemeanour.

5.—(1) The Minister may make regulations for the following purposes—

(a) for regulating the formation and maintenance of the register, and providing for the publication of any part of the register other than the formulæ book;

(b) for regulating the manner in which applications for registration under this Act may be made, including the payment of such fees as may be prescribed, not exceeding five pounds in the case of each article, and for prescribing the conditions to be complied with by a person applying to be registered as the representatives of the owner of any medicine or appliance;

(c) for prescribing the causes for which and the manner in which a registered owner may be removed from the register, and the manner in which notice of such removal is to be given;

(d) for enabling particulars entered in the register with respect to any medicine or appliance to be varied or amended and (either with or without requiring a new registration number) to be issued in any case in which particulars are so varied or amended;

(e) for providing for any matter for which provision may be made by regulations under this Act and for prescribing any matter which is to be prescribed under this Act.

(2) Regulations under this section shall contain provisions—

(a) requiring the prescribed particulars of the name or description under which a proprietary medicine or proprietary surgical appliance is to be sold or offered or advertised for sale to be included in the register;

(b) requiring that in the case of any synthetic drug sold as a proprietary medicine such designation or description as the Minister may direct thereof shall appear on the label and in every advertisement relating thereto;

(c) requiring that a number shall be assigned to every medicine or appliance included in the register, and that every vessel or other package in which the medicine or appliance is sold or offered for sale shall bear the registered number;

(d) prohibiting the advertising or affixing to or insertion in any such vessel or package as aforesaid of any other reference to the fact that the medicine or appliance is registered under this Act;

(e) requiring every person registered as an owner under this Act, who is not himself the manufacturer of the medicine or appliance, to furnish in the prescribed manner the prescribed particulars to the person by whom the medicine or appliance is manufactured;

(f) prohibiting the registration of any medicine unless and until full particulars of the ingredients of the medicine and the proportions in which those ingredients are used have been furnished to the registrar, including in the case of medicated wines or spirits particulars of the alcoholic strength thereof and prohibiting the registration of any medicine or appliance until full particulars have been furnished to the registrar of the directions for use which will be supplied with the medicine or appliance when sold,

(g) enabling the Minister, if he so thinks fit, to direct that the name and quantity of any poisonous or dangerous substance forming an ingredient of any registered medicine shall be stated in the prescribed manner on all vessels or other packages in which the medicine is sold or offered for sale;

(h) requiring every proprietary medicine containing more than such an amount of alcohol as is in excess of that required in the opinion of the Minister for solvent or preservative purposes, to bear on the vessel or other package in which it is contained a statement in writing of the proportion of alcohol contained therein;

(i) prohibiting the registration of any surgical appliance unless and until a specimen thereof has been furnished to the registrar;

(j) prohibiting the affixing to or insertion on or in any vessel or package containing any proprietary medicine



or proprietary surgical appliance of any statement declaring that the medicine or appliance possesses any therapeutic qualities other than such qualities as are specified in the register as being the therapeutic qualities of that medicine or appliance.

(3) If any person acts in contravention of or fails to comply with the provisions of any regulation made under this section, or furnishes any false or misleading particulars for the purpose of or in connection with an application made under any such regulation, he shall be guilty of an offence under this Act.

(4) Every regulation made under this section shall be laid before each House of Parliament forthwith, and if an address is presented to his Majesty within twenty-one days on which that House has sat next after any such regulation is laid before it, praying that the regulation may be annulled, his Majesty in Council may annul the regulation, and it shall henceforth be void, but without prejudice to the validity of anything previously done thereunder.

6. Subject to the provisions of this section, the Minister may, where it appears to him that any medicine or appliance which has been registered under this Act will or is likely if used in accordance with the directions for use issued therewith, or will or is likely for any other reason, to cause injury to health, direct that the medicine or appliance shall be removed from the register, and where the Minister gives any such direction he shall cause notice of the removal to be given in the "London Gazette," and in such other manner as he thinks fit.

Provided that the Minister before giving a direction under this section shall send by post to the registered owner of the medicine or appliance notice in writing of his intention in that behalf, and shall take into consideration any representation which may be made to him in writing with respect to the matter by or on behalf of the registered owner at any time within twenty-one days after the date of the sending of the notice and shall afford the registered owner an opportunity of being heard thereon by himself or his agent and the Minister shall not give any public intimation of his intention until the expiration of the said twenty-one days.

7. If any person being the registered owner of any medicine or appliance is aggrieved by the removal of his name or of any medicine or appliance from the register he may within three months after the date on which notice of the removal has been given in accordance with the provisions of this Act, appeal to the High Court against the removal in manner provided by rules of court, and on any such appeal the order of the court shall be final and conclusive, and shall not be subject to any appeal to any other court.

8.—(1) If any person is guilty of an offence which is declared by this Act to be a misdemeanour he shall

be liable on conviction therefor to imprisonment for a term not exceeding twelve months, or to a fine not exceeding five hundred pounds, or to both such imprisonment and fine, and if any person is guilty of any other offence against this Act he shall be liable on summary conviction for each offence to a fine not exceeding fifty pounds, and in the case of a continuing offence to a further fine not exceeding five pounds for each day during which the offence continues after conviction.

(2) Upon conviction of a registered owner for any offence under this Act the Court may direct, in addition to any other penalty, that his name be removed from the register.

9. Nothing in this Act shall operate to render unlawful the sale of any medicine or appliance to or for the use of any person in accordance with a prescription given in the case of that person by a duly qualified medical or dental practitioner and dispensed by a duly qualified medical or dental practitioner or pharmacist.

10. For the purposes of this Act—

The expression "medicine" includes any drug, preparation or compound of any description whatsoever to be used whether externally or internally for the prevention, cure or relief of any malady, ailment, infirmity or disorder affecting human beings;

The expression "proprietary medicine" means any medicine which is held out by advertisement, label or otherwise in writing as efficacious for the prevention, cure or relief of any malady, ailment, infirmity or disorder affecting human beings;

(a) which is sold under a trade name or trade mark to the use of which any person has or claims or purports to have an exclusive right; or

(b) of which any person has or claims or purports to have the exclusive right of manufacture, or for the making of which any person has or claims or purports to have any secret;

The expression "proprietary surgical appliance" means any instrument or contrivance of a medical or surgical nature, which is recommended to the public by advertisement, label or otherwise in writing, as of use for curative purposes and which is sold under a trade name or a trade mark to the use of which any person has or claims or purports to have an exclusive right or for the making or selling of which any person has or claims or purports to have an exclusive right;

The expression "Minister" means the Minister of Health;

The expression "registered owner" or "person registered as an owner" includes a person registered as the representative of an owner.

11.—(1) This Act may be cited as the Proprietary Medicines Act, 1931.

(2) This Act shall not apply to Scotland or Northern Ireland.

## In the "House" on May 15

By An Eye Witness

ONCE more my parliamentary guide 'phoned "S.O.S.," and I was soon on the spot. Snugly tucked in a gallery where silence was the chief order of the day, I listened patiently to the virtues of our telephone service. Until that moment I was not aware such excellencies were human. It seemed to me once more I had the wrong number, but could not ring off. I was seeking pharmacy and poisons, but received advice to gain the telephone spirit from one and the telephone habit from another. I agreed it is better than a poisons habit. One scintillating honourable gentleman facetiously informed me the Government had received hyoscine and slipped into twilight sleep. That is the worst of dabbling in poisons. There would be no second reading of our Bill, as he was confident they would not wake up in time. I held on in faith, hungry, thirsty and tired of hearing honourable members repeating themselves in

phrases—"far further better" to do something in some other way than it was done. Some in their respective villages were varying distances from telephones or post offices, and the parish pump was worked industriously; but the well did not dry up until too late. The House was at its best, said another honourable member, in talking to postpone something which might be unpalatable. I learned something of the game of tactics and how to play it when there is something in the offing you do not want. There was a mixture of advertising and selling telephone subscribers, but slowly the clock ticked on, and Cinderella was in danger of being forgotten and crowded out. Poison hopes became attenuated into homeopathic dilutions with an unknown value. At three-seventeen the Speaker solemnly put us off until Monday. Our second reading is still in *nubibus*, and my parliamentary guide cheered me by visions of letters, postcards and telegrams which seemed to show chemists are as plentiful as blackberries in autumn. And we patient listeners to the talk retired into the rain to drown ourselves in silence. What a game! And all for pharmacy.



## Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

28 Essex Street, W.C.2, May 21

With but very few exceptions there is a distinctly quiet tone throughout the markets, and, unfortunately, quoted values for a number of products show further depreciation. The marked lack of business, with some anxiety on the part of holders of stocks to realise, is having a depressing effect on the outlook generally. In the pharmaceutical section business continues on limited lines and prices are holding up fairly well under the many conventions now operating. Citric and tartaric acids are unsatisfactory markets. In crude drugs interest has largely centred in the auction, where moderate supplies were offered. Privately ipecacuanha continues neglected; digitalis leaves are somewhat easier, and hydrastis tends firmer; cod-liver oil is irregular and somewhat easier. Gum acacia is 6d. lower, and agar-agar is slightly firmer for shipment. Essential oils show no sign of improvement in demand, although prices in some instances are unusually low. Bergamot is easier and now offered for shipment at extremely cheap prices. Spearmint-oil is easier. In other products in this section prices as quoted are unsteady. Business in industrial chemicals is by no means brisk but is as good as can be expected and values are generally unchanged. Continued depression is recorded in fixed oils and further falls in quoted values are recorded. Acid oils, cotton and linseed (raw, naked) oils are easier, and American turpentine has lost ground after the recent improvement.

Firmer	Easier
Agar-agar (for shipment)	Acid oils
Pepper	Bergamot oil
Platinum	Buchu
Soy	Citric acid
Toluol	Cod-liver oil
Xylol	Cotton oil
	Cream of tartar
	Digitalis leaves
	Formaldehyde
	Gum acacia
	Linseed oil
	Menthol
	Orange oil
	Rape oil
	Resin
	Shellac
	Spearmint oil
	Tartaric acid
	Turpentine

### Cablegram

BERGEN, May 20.—The catch of cod up to date is now 34,000,000, against 55,832,000 last year, and the yield of steam-refined non-freezing medicinal oil is 58,644 hectol., against 76,665 hectol. last year.

### Pharmaceutical Chemicals, etc.

WHILE the demand for most of the leading products in this market continues steady on a rather small scale, business in the seasonal products, such as citric and tartaric acids and cream of tartar, remains disappointing, and these markets are tending to still lower values. There has been a fair call for vanillin, with the Convention prices being discounted by outside holders. Lactic acid (B.P.) continues competitive.

ACETANILIDE is unchanged on a dull market: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb., as to quantity.

ADIPIC ACID is steady and of interest: pure edible quality, in minimum one-cwt. lots, 1s. 3d. per lb., carriage paid.

ADRENALIN is quoted from 3s. to 3s. 3d. per gram, in tubes.

AMIDOL meets with occasional business, market steady: one cwt., 7s.; 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d., in 7-lb. tins.

AMIDOPYRIN shows no change on quotation; market rather quiet: crystals, five cwt., 12s. 9½d.; two cwt., 13s. 0½d.; less than two cwt., 13s. 3½d. per lb., with powder 1½d. per lb. extra.

AMMONIUM BENZOATE continues quiet and quoted at 3s. 4d. to 3s. 6d. per lb., as to quantity.

AMMONIUM CARBONATE (B.P.) is unchanged, with resublimed at about 1s. per lb.

AMMONIUM ICHTHOSULPHONATE, one-cwt. lots, 1s. 1½d., in 8-lb. tins, 1s. 2½d. in 1-lb. tins, 1s. 4d. in 8-oz. tins, and 1s. 7½d. in 4-oz. tins.

ASPIRIN is maintained at Convention rates and business is fairly satisfactory. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb. f.o.b.; less than one cwt., 2s. 9d., ex works.

ATROPINE SULPHATE is held at 7s. to 7s. 3d. per lb. on a quiet market.

BARBITONE is not in much call, but the market is steady as quoted: one cwt., 7s. 3d.; smaller parcels, 7s. 6d. per lb.

BENZALDEHYDE meets with occasional inquiry: quantities in carboys, 1s. 10d., and up to 2s. per lb. for smaller lots of f.f.c.

BENZONAPHTHOL is quoted from 2s. 8d. to 2s. 11d. per lb., as to quantity; market is dull.

BISMUTH SALTS.—With no further alteration in metal values the Convention rates for salts are unchanged: carbonate, 6s. 9d. to 7s. 6d.; subnitrate, 6s. to 6s. 9d. per lb., as to quantity.

BROMIDES continue in moderate demand, with competition for business exceedingly keen, resulting in discounting of quoted values where important orders are concerned: ammonium, about 1s. 7½d.; potassium, B.P. crystals, 1s. 4d.; granular, 1s. 3½d.; sodium, B.P., 1s. 6½d. per lb. for fair quantities. These prices would be shaded for large contracts.

BUTYL CHLORAL HYDRATE is a steady market although business is small: 14 lb., 8s.; 7 lb., 8s. 3d., and 1 lb., 8s. 6d., in 1-lb. bottles.

CAFFEINE is maintained at former rates: pure alkaloid, 7s. 3d. to 7s. 6d.; citrate, 5s. 7d. to 6s. per lb., as to quantity.

CALCIUM LACTATE is in moderate demand on a steady market: quoted from 1s. 1½d. to 1s. 3d. per lb., as to quantity.

CHLORAL HYDRATE is well held at home makers' figures: duty-paid crystals, 2s. 11½d. to 3s. 1½d. per lb., as to quantity and packing. Foreign, on spot, 3s. 3d. per lb.

CITRIC ACID (B.P. crystals).—This market, which is now running into the season, remains unusually quiet and unsteady. Where business of size is concerned sales prices are a matter of negotiation, while foreign material, on spot, is quoted at 11½d. to 11½d. per lb., less 5 per cent., for fair quantities. British makers quote 11½d. per lb., less 5 per cent. discount.

COCAINE is steady at Convention rates: hydrochloride, 25 oz., 20s. 11d.; 16 oz., 21s. 7d.; less, 22s. 3d. per oz.; pure, 22s. 11d. up to 24s. 4d.; 1-oz. tins, 2½d. extra.

CREAM OF TARTAR continues to find but a limited demand and the tone is not healthy. The spot quotation for foreign material is now about 79s. 6d. per cwt., less 2½ per cent., and this figure would be discounted for big orders. British makers quote 82s. per cwt., less 2½ per cent. discount.

CREOSOTE (B.P.) is of very little interest: spot, quantities in demijohns, 1s. 7½d. per lb.

CREOSOTE CARBONATE is dull and unchanged: spot, 5s. 6d. to 6s. per lb., as to quantity.

GUAIACOL CARBONATE is steady on a slow market: quoted from 4s. to 4s. 3d. per lb., as to quantity.

HEXAMINE meets with a steady flow of business: free-running crystals, 1s. 10d. to 1s. 11d. per lb., and slightly less for very large quantities.

HYDROQUINONE is receiving seasonal attention; market steady: ten cwt., 3s. 9d.; five cwt., 3s. 9½d.; two cwt., 3s. 10½d.; one cwt., 3s. 11d.; 56 lb., 4s.; 28 lb., 4s. 2d.; 14 lb., 4s. 4d.; 7 lb., 4s. 6d.; 1 lb., 5s. 4d. per lb., carriage paid.

IODINE is unchanged on quotation: resublimed, one cwt., 19s. 3d. up to 19s. 9d. for 14-lb. lots.

An export duty of 50 pesos per kilo on iodine is announced (says the Exchange Telegraph Co.) with exemptions for the Cosach concern and its subsidiary companies. Independent companies are delivering their entire production to the Cosach Company, who only pay six pesos per kilo.

LACTIC ACID (B.P.) is steadier at the reduced Convention rates noted last week, but non-Convention competition is



still a feature: one to 99 ks, 1s. 8d.; 100 to 499 ks, 1s. 7d.; 500 to 999 ks, 1s. 6½d.; 1,000 to 4,999 ks, 1s. 6d.; and 5,000 ks and over, 1s. 5½d. per lb., in 50-ks carboys, carriage paid.

MERCURIALS are unchanged at standard prices: red oxide, 7s. 10d.; corrosive sublimate, lump, 6s. 7d.; pulv., 6s.; white precipitate, 6s. 9d.; calomel, 7s. 2d.; yellow oxide, 7s. 8d.; persulphate, 6s. 11d. per lb., in minimum cwt. lots; 1d. lb. more for less than one cwt.

METHYL SALICYLATE (B.P.) is well held at agreed prices with business sustained: quoted from 1s. 3d. to 1s. 5d. per lb. as to quantity.

METHYL SULPHONAL is about steady, with a limited business moving: two cwt., 12s. 7d.; one cwt., 13s.; 56 lb., 13s. 5d.; small parcels, 13s. 10d. per lb., as to quantity.

MILK SUGAR is about steady at unchanged prices: one ton, 44s.; ten cwt., 45s.; two cwt., 46s. per cwt., in two-cwt. cases.

MUSK XYLOL is steady at fixed prices: five cwt., 5s. 9d.; one cwt., 6s.; 56 lb., 6s. 3d.; 28 lb., 6s. 4½d.; 7 lb., 6s. 6d.; smaller lots, 7s. per lb., spot.

PARA-FORMALDEHYDE is moving off fairly well: large quantities of 100 per cent. powder, in one-cwt. kegs, from 1s. 4d. per lb.; smaller lots, up to 1s. 5½d. per lb.

PARALDEHYDE is about steady on a quiet market: good quantities, in demijohns, 10½d.; Winchester, 1s.; drums, 11½d. per lb.; higher prices for small lots.

PHENACETIN.—A moderate business is being transacted and quoted prices are operating: crystals, 10 cwt., 3s. 8d.; five cwt., 3s. 9d.; two cwt., 3s. 9½d.; and less, 3s. 10½d. per lb., with powder 1½d. per lb. extra.

PHENAZONE is quoted at unchanged Convention prices, with some outside material competitive: crystals, ten cwt., 6s. 11d.; five cwt., 7s. 0½d.; two cwt., 7s. 2d.; less, 7s. 3½d. per lb., with powder 1½d.

PHENOLPHTHALEIN is steady as quoted from all sources and business is fair: ten cwt., 5s.; two cwt., 5s. 1d.; less than two cwt., 5s. 2½d. per lb. Export: ten cwt., 4s.; two cwt., 4s. 1½d.; less than two cwt., 4s. 2½d. per lb.

PHENYL ETHYL BARBITURIC ACID continues steady: 56 lb., 52s. 3d.; less than 56 lb., 54s. 9d. per lb.; bottles of one kilo and over free; same prices for sodium.

PIPERAZINE is unchanged and steady: one cwt., 26s. 10d.; 56 lb., 27s. 8½d.; 11 lb., 29s. 6d.; 2 lb., 30s. 4½d.; less, 31s. 3d., in 8-oz. bottles; 1-oz. bottle packing, from 31s. 7d. to 35s. 11d. per lb.

POTASSIUM IODIDE is unchanged, with prices, as to quantity, from 16s. 8d. to 17s. 6d. per lb.

POTASSIUM METABISULPHITE is maintained on a steady market at 48s. to 50s. per cwt., in kegs, carriage paid.

POTASSIUM PERMANGANATE (B.P.) continues in demand in druggists' quantities, for which the price is about 5½d. to 6d. per lb.; quantities, in drums, 5½d. to 5½d. per lb.

PYROGALLIC ACID is steady at makers' prices: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SULPHATE is unchanged, with bulk lots at 1s. 8d. per oz.

RESORCIN is in some demand, with prices from 2s. 9½d. up to 2s. 11d. per lb., as to quantity.

ROCHELLE SALT.—Makers' prices are steady at the reduction noted last week: five cwt. or over, in one delivery, 77s. 6d.; less than five cwt., 80s.; less than one cwt., 82s. 6d. per cwt., carriage paid. PULV. SEIDLITZ is also steady: five cwt. or over, in one delivery, 62s. 6d.; less than five cwt., 64s. 3d.; less than one cwt., 66s. 3d.; double, 68s. 9d., 71s. and 73s., carriage paid.

SACCHARIN is unchanged: 550, 43s. 6d.; 25 lb., 42s. 6d.; 50 lb., 42s. per lb.

SALICYLIC ACID (B.P.) continues at home makers' prices; market very steady: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; and small parcels, up to 2s. per lb.

SALOL remains steady on a rather quiet market: crystals, two cwt., 3s. 7½d.; one cwt., 3s. 9d.; 56 lb., 3s. 9½d.; and smaller lots, 3s. 10½d. per lb.; powder, 1½d. per lb. extra.

SANTONIN.—The control price continues at £52 10s. for five-kilo lots, while non-Convention is about £51 and upwards per kilo.

SODIUM BENZOATE (B.P.) is in moderate demand on a keen market: one-ton lots, 1s. 6½d. up to 1s. 7½d. per lb. for small parcels.

SODIUM SALICYLATE (B.P.).—Prices for home trade are well held on a steady and fairly bright market: two tons,

1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d. 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. extra.

SULPHONAL is only in occasional request; market is steady: spot, crystals, 10s. 1d. to 11s. 2d. per lb. as to quantity, with powder 1½d. per lb. extra.

TARTARIC ACID (B.P. crystals) is still lacking the interest and activity usually experienced at this time of the year. The tone is unsteady and values are irregular and a shade easier again, with foreign material about 11d. to 11½d. per lb., less 5 per cent. Business of any size is a matter for negotiation. British makers quote 11½d. per lb., less 5 per cent. discount.

THEOBROMINE on spot is quoted at 6s. 10d. to 6s. 11d. for pure and at 5s. 3d. to 5s. 4d. for sodium salicylate.

THYMOL is unchanged on quotation, with the market dull and rather easy: synthetic fine white, one cwt., 6s. 1½d.; 56 lb., 6s. 2d.; 28 lb., 6s. 4½d.; 14 lb., 6s. 6d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN is unchanged at controlled prices, but there is some outside material offering at a discount: ex guaiacol, one ton, 13s.; ten cwt., 13s. 3d.; five cwt., 13s. 6d.; three cwt., 13s. 9d.; one cwt., 14s.; 56 lb., 14s. 3d.; 28 lb., 14s. 6d.; 14 lb., 14s. 9d.; less, 15s. per lb.; ex clove oil, 14s. 6d. to 16s. 6d. per lb., as to quantity, from one ton to less than 14 lb.

The following quotations are current:—Acetophene, 6s. 3d. to 6s. 6d.; amyl salicylate, cwt. lots, 2s. 2d.; aubepine, ex para cresol, 6s. 4½d. to 6s. 8d.; benzyl acetate, 1s. 5d. to 1s. 8d.; coumarin, 5 cwt., 10s.; one cwt., 10s. 6d.; small lots, 11s.; citral, 6s. 3d. to 6s. 4d.; ethyl phthalate, cwt. lots, 2s. 2d.; heliotropin, cwt. lots, 4s. 10½d.; methyl anthranilate, cwt. lots, 5s. 6d.; musk ketone, 29s. 10d., with bonus for quantities; all per lb. spot.

### Crude Drugs, etc.

AGAR-AGAR is slightly firmer for shipment and the spot market is steady: Kobe No. 1, spot, 3s. 6d.; c.i.f., 3s. 4½d.; No. 2, spot, 3s. 4d.; c.i.f., 3s. 2½d.; Yokohama No. 1, spot, 3s. 3d.; c.i.f., 3s. 2d.

ANTIMONY remains dull on an easy market: Chinese crude, spot, about £20 10s.; Chinese white oxide, £30 spot.

ALKANET is neglected on spot, with Hungarian quoted at 32s.

ARECA is slow of sale, with spot at about 30s. per cwt. for sound Ceylon.

BELLADONNA.—Good high test is quiet on spot and offered from 47s. 6d. per cwt.; c.i.f., 43s. to 44s., as to test.

CALUMBA is dull, with spot quoted at about 20s. and forward at 17s. to 18s. c.i.f.

CARDAMOMS.—Market remains dull. Bold Ceylon-Mysore are quoted at 5s. 9d. to 6s.; mediums, 4s. to 4s. 6d.; small mediums, 2s. 9d. to 3s.; and smalls, 2s. 3d. to 2s. 6d.; green Alleppy on the spot is 1s. 11d., and for shipment 1s. 7½d. c.i.f. Bombay seed is 3s. per lb. on spot.

CLOVES.—Zanzibar have been dull on spot, with spot unchanged on quotation at 10½d. per lb. The forward position is slightly easier, with May shipment at 8½d. and July-August at 7½d. c.i.f. Madagascar is easier on spot at 9d., and shipment is also lower, with May-June 8½d. c.i.f.

The landings of Zanzibar in London during the week ended May 16 were 25 and the deliveries 11, leaving a stock of 642, against 1,242 in 1930 and 2,243 bales in 1929. From January 1 to date, landings of Zanzibar have been 667, against 4,305 in 1930, and the deliveries 1,038, against 4,061 in 1930. Landings of Madagascar for the week ended May 16 were *nil* and the deliveries *nil*, leaving a stock of 863, against 1,935 in 1930 and 1,019 bales in 1929. Landings of Madagascar this year to date have been 1,395, against 2,828 in 1930, and the deliveries 1,438, against 906 in 1930.

COCONUT (DESICCATED) is unchanged: fine and medium has been sold at 21s. 6d. per cwt., ex store. For shipment, May-June or July-August, 19s. c.i.f. has been done for about 500 cases. During the week business has passed as low as 18s. 9d. c.i.f.

COD-LIVER OIL.—The market has been quiet and is somewhat easier. Finmarken fishing continues poor, and total deficiency to date amounts to 20,783 hectol. of medicinal oil. Quotations vary and are from 107s. to 110s. per barrel c.i.f., for finest new non-congealing, steam-refined Lofoten oil; spot, in minimum five-barrel lots, is about 113s. to 114s. per barrel. Some brands may be at lower rates.



**COLCHICUM SEED** is in limited supply, with spot quoted at 3s. and forward at 2s. 8d. c.i.f.

**DIGITALIS LEAVES** are easier on a slow market, with spot about 32s.

**ERGOT** has been dull: Russian, on spot, 10d. to 10½d., and Spanish at 1s. 9d. spot and 1s. 8d. c.i.f.

**GALANGAL** is quoted on spot at about 30s.; market is quiet.

**GELATIN** is unchanged on a quiet market: gold label, 2s. 1d.; silver, 1s. 8d.; and bronze, 1s. 5d. per lb., in one-cwt. cases.

**GINGER**.—West African is easier, with spot about 24s.; to arrive, sellers at 22s. c.i.f.

**GUM ACACIA** is easier, with the May-June shipment quotation for Kordofan cleaned down 6d. to 36s., c.i.f.; natural, 34s. c.i.f. The spot market is dull, with Kordofan cleaned at 42s. 6d. and natural at 40s. Current prices are approximately 40s. per cwt. lower than those ruling a year ago.

**HYDRASTIS** is slightly firmer on spot at 6s. to 6s. 3d. per lb.; forward, 5s. 9d. c.i.f.

**PECACUANHA**.—Privately the market is still neglected and weak: Matto Grosso, on spot, barely 7s. 3d., and forward, about 7s. c.i.f. **BAHIA** is of small interest on this market: quoted forward at 6s. c.i.f.

**MENTHOL**.—Pressure to sell spot goods has resulted in slightly easier prices being quoted, and quotations range from 13s. 9d. to 14s. per lb. for K/S. To arrive, there is no reduction of importance in first-hand prices (which range from 14s. 3d. to 14s. 6d. c.i.f.), but there are second-hand sellers offering more cheaply at 13s. 3d. to 13s. 9d. c.i.f. according to position.

**MERCURY**.—The Convention price continues nominal at £21 15s. per bottle f.o.b. No decision has yet been reached in regard to revising their prices to meet the market, but a move in this direction is anticipated in the not distant future. Mexican is available in the region of £21 per bottle, and slightly less for good-sized parcels.

**PEPPER** shows an improvement on the week: Lampong, on spot, is firm and tends to advance on spot from 5½d.; afloat is dearer at 5½d.; sellers at 5½d. for April-June shipment; August-October, 5½d. c.i.f. Tellicherry is dearer, with April-May at 5½s. 6d. c.i.f. Aleppo, April-May, 50s. c.i.f. White Muntok is firm at 8½d. on the spot; April-June, 8½d.; May-July, 8d.; August-October, 7½d. c.i.f.

**PIMENTO** remains dull and rather unsteady: spot, about 3d. per lb.; June-July shipment, 24s. per cwt., c.i.f.

**PLATINUM** is an improved market, with refined metal steady at £5 2s. 6d. per oz.

**PSYLLIUM SEED**.—New crop genuine black (*Plantago psyllium*) of Continental origin is quoted at 1s. per lb. c.i.f.

**RESIN** has been quiet and is easier: American B., 11s. 6d.; D., 12s.; FG., 12s. 9d.; N., 15s. 9d.; WG., 18s. 3d.; WW., 19s. 6d.; ex wharf, London.

**RUBBER** shows a slight improvement on the week, the market closing very steady: No. 1 standard ribbed smoked sheet, spot, 3½d.; June, 3½d.; July-September, 3½d.; October-December, 3½d.

**SEEDS**.—**ANISE**.—Spanish is 47s. 6d., Bulgarian 32s. 6d., and Russian 30s. per cwt. on the spot. **CANARY**.—Although the market remains firm little business has been passing: Mazagan is offered on the spot at 23s. 6d., and for shipment 23s. c.i.f. Casablanca is quoted at 20s. For Larache 21s. is now being asked. Kenitra is moving in small lots at 19s. spot. **CORIANDE** has been changing hands in five-to ten-ton lots at from 8s. 9d. to 9s., ex store, London. Business has been done ex store, Liverpool, at 8s. 9d. For shipment, £13 per ton c.i.f. is still quoted, and so far no firm offers have been received at this figure yet. Weevilly seed has been sold this week as low as 7s. per cwt., ex store. **CUMIN**.—Malta on spot is quiet and unchanged at 57s. 6d. Morocco is quoted at 52s. 6d. spot, with very little demand. According to reports from Morocco the new crop is expected to be very good, and the price indicated for shipment is 37s. 6d. c.i.f. for July-August shipment. **FENUGREEK**.—Old crop Morocco is worth 17s. A small business is passing in new crop at 15s. Tunisian on spot is worth 17s. 6d. **CARAWAY**.—Prune Dutch is unchanged at 31s. to 32s.; new crop is 28s. 6d. per cwt. spot. **MUSTARD**.—English is 23s. to 31s. 6d. per cwt., according to quality. **AWJAN** is now offered for shipment at £15 10s. per ton c.i.f. London or Liverpool. It would appear that the use of ajowan has been considerably reduced. A few years ago shippers were sending to Hamburg between 300 to 400 tons annually, but at the present time it is very difficult to obtain an order for ten-ton lots. There is little demand in the Liverpool market for cattle feeding.

**SENEGA** is quiet at unchanged prices: spot, 2s. 3d., with July-August shipment of new crop at 2s. c.i.f.

**SENNA PODS**.—The market continues active and firm with a shortage of best kinds of Alexandrian pods. Finest selected hand-picked, from 5s. 6d. upwards; seconds, 3s. 6d. to 4s.; medium, 1s. 9d. to 2s.; ordinary manufacturing, 4½d. to 5d. per lb., as to quality.

**SHELLAC** is easier with TN orange standard quality at 72s. 6d. spot: fine orange, 85s. to 160s.; pure button, 90s.; for arrival, sellers of TN for May-June shipment, 61s., c.i.f.

**SOY** is in limited supply on spot and quoted at 2s. 2d.; for shipment, 1s. 0½d. c.i.f. The market is slightly firmer.

**STRAMONIUM LEAVES** are quoted at 40s. on spot for good Hungarian.

**VALERIAN** is in fair demand, with Belgian at 34s. spot, and for shipment 32s. c.i.f.

**WAX (VEGETABLE)**.—Japanese is very quiet and unchanged on spot at 50s. per cwt.; for shipment, 44s. 6d. c.i.f.

### Essential Oils

**BUSINESS** generally remains quiet, while the tone in many instances is by no means steady. For shipment, bergamot is quoted at what is believed to be a low record. Spearmint is easier.

**ALMOND** is steady but in slow demand, with foreign (s.a.p.) about 7s. per lb. spot.

**ANISE (STAR)** has been quiet and is easy as quoted: "Red Ship" brand, on spot, about 2s. 3d. per lb. for leads; June-July shipment, leads, 1s. 8½d.; drums, 1s. 6d., c.i.f.

Imports of Star anise oil into Hong Kong during the nine months, April to December 1930, amounted to 265,070 lb. South China accounted for about 60 per cent. of the trade and French Indo-China 40 per cent., receipts from China arriving mainly from April to July and from Indo-China from September to December. Anise oil is re-exported from Hong Kong in both drums and cases, exports in drums amounting during the last nine months of 1930 to 142,800 lb., of which over 50 per cent. was destined to the U.S. and the remainder to the United Kingdom, Germany, and Spain. Shipments in cases during the same period totalled 128,060 lb., exported mainly to the United Kingdom and Germany. Comparable statistics for previous periods are not available since the Hong Kong Statistical Bureau was re-established in the early part of 1930, and statistics are only available since April 1, 1930.

**BERGAMOT** continues weak and the forward quotation for 38 to 40 per cent. is down to 5s. 6d. c.i.f. Spot is irregular in the region of 6s.; 35 to 36 per cent., about 5s. c.i.f.

**BOIS DE ROSE** is at last week's lower value for Cayenne with the market dull: Brazilian, 2s. 9d. to 3s. per lb.

**CARAWAY** is holding on a slow market: Dutch, double-distilled on spot, 6s. 9d. to 7s. 3d. per lb.; crude, 6s. 4d. to 6s. 9d. per lb.

**CASSIA** is steadier but in quiet demand: for oil passing the B.P. from 3s. to 3s. 1d. is mentioned; forward, from 2s. 8d. per lb. c.i.f.

**CINNAMON LEAF** remains dull with spot at about 3s. 6d. to 3s. 7d. per lb.; forward, from 2s. 10d. per lb., c.i.f.

**CITRONELLA** is still a very quiet market: Ceylon, on spot, from 1s. 7d. per lb.; forward, 1s. 5d.; Java, on spot, about 2s., with the shipment price at the same figure, c.i.f.

**CITRONELLA** and lemon grass imports into U.S.A. for February 1931 totalled 70,576 lb., valued at \$31,033, of which 11,331 lb. (\$6,199) was shipped from the U.K., 22,328 lb. (\$8,585) from Ceylon, and 34,673 lb. (\$15,050) from Java and Madura.

**EUCALYPTUS** is in poor call, and the market is rather easy: 70 to 75 per cent., 1s. to 1s. 1d. per lb.; 80 to 85 per cent., from 1s. 2d. per lb.

**JUNIPER BERRY**.—B.P. is fairly steady with the demand small: spot, from 4s. 9d. to 5s. 9d. per lb., as to quality.

**LAVENDER** remains dull, with French 38 to 40 per cent. on spot at from 8s. 3d. per lb.

**LEMON**.—No forward business has taken place in Sicilian oil, and with the present unseasonable weather buyers hold off. Prices are unchanged. Sicilian hand-pressed, spot, about 2s. 9d. to 3s. 1d. per lb., and from 2s. 7d. to 3s. c.i.f. Machine made, on spot, from 2s. 4½d. to 2s. 7½d., and from 2s. 3d. to 2s. 6d. c.i.f. Californian is offered at 2s., spot, in drums.

**ORANGE**.—Sicilian sweet has been reduced 6d. per lb. all round on last week's prices.

**PALMAROSA** is steady on spot with but a small business: spot, 8s. 3d. per lb.; forward is quoted at 7s. 10d., c.i.f.

**PEPPERMINT**.—The market for Japanese dementholised has been stagnant during the past week and quoted prices are nominal: K/S brands, spot, 4s. 1½d.; April-June, 4s.; July-



August, 4s. 3d.; October-December, 4s. 1½d.; American is flat and unsteady at about 7s. 9d. on spot; c.i.f., 7s. 3d. cases and 7s. drums.

ROSE remains dull with quoted values unchanged: Bulgarian, 90s. per oz. for "own distillation"; 60s. for pure, per oz.

SASSAFRAS has been in slightly better demand, and the market is steady at unchanged prices, with spot from 4s. 6d. to 5s. 9d., as to origin.

SPEARMINT is easier on a slack market, with spot barely 10s. 6d., and the shipment quotation down to 9s. 6d. c.i.f.

BAY, spot, 6s. 6d. to 8s. 6d., as to phenol content; CAJUPUT, spot, 2s. 4d. to 2s. 6d.; CEDARWOOD, spot, 1s. 8d.; GINGER, 22s. to 30s., as to quality; NEROLI, French, 25s. to 36s.; Italian, 4s. 6d. oz.; NUTMEG, 5s. 9d. to 6s. 3d.; PINE, Siberian, 2s. 2d., in cwt. lots; ROSEMARY, Spanish, 1s. 10d. to 2s. spot; forward, from 1s. 7d. c.i.f.; SPIKE, Spanish, 2s. to 2s. 2d.; THYME, white and red, 3s. to 3s. 6d.; VERTIVERT, Bourbon, 14s. 6d.; WINTERGREEN, genuine, 6s. 9d. to 7s. 3d.; YLANG-YLANG, Manila, 5s. to 5s. 3d.; Bourbon, 2s. to 2s. 6d.

The following arrivals have taken place from the countries indicated during the period May 6 to 12 inclusive:—BERGAMOT (It.) 6 cs.; cassia (H.-K.) 10 cs.; (China) 10 cs.; cedarwood (U.S.) 3 dms.; (Kenya) 2 dms.; citronella (Ceylon) 6 dms.; (Jv.) 8 dms.; (Fr.) 4 dms.; clove (Gr.) 6 cs.; geranium (Fr.) 2 cs.; (Algeria) 2 cs.; (Madag.) 1 cs.; (Bour.) 1 dm.; grapefruit (U.S.) 9 cs.; lavender (Fr.) 1 cs.; lemon (It.) 99 cs. and 6 dms.; (U.S.) 7 dms.; lemongrass (Ind.) 3 dms.; lime (B.W.I.) 5 cs.; (Nethlnds) 1 cs.; orange (Fr.) 2 cs.; (Nethlnds) 1 cs.; palmarosa (B.I.) 4 cs.; peppermint (U.S.) 3 dms. 5 cs.; rosewood (Brazil) 3 dms.; sassafras (U.S.) 2 cs.; tangerine (It.) 3 cs.; thyme (Sp.) 1 dm.

#### Industrial Chemicals, etc.

THE volume of business moving is about as good as can be expected under the present industrial conditions. Prices are being maintained fairly well, and the tone is by no means unsteady. ACETIC ACID meets with a moderate demand, market steady but competitive: 80 per cent., technical, £56 5s.; 80 per cent. pure, £37 5s.; glacial, pharmaceutical, £58 per ton, in glass demijohns; glacial, in barrels, £47 per ton, carriage paid in U.K. ACETONE is a bright market, and business is good at keen prices: B.G.S., £60 to £62 10s. per ton, in drums, carriage paid, and slightly less for large contracts. AMMONIUM ANHYDROUS is receiving the usual seasonal attention with the market steady: 99.95 per cent. material, in loaned cylinders, 9d. to 1s. per lb., carriage paid, and less for large contracts. ARSENIC.—With practically no supplies available Cornish white powdered is nominal at £20 per ton, f.o.r. mines. Continental and Mexican is offering at about £17 to £17 10s. per ton, c.i.f. U.K. port. COPPER SULPHATE remains dull, with Continental offering from £18 5s. to £18 10s.; British, about £21 f.o.b., casks. FORMALDEHYDE is, if anything, again slightly easier with competition for business keen: 40 per cent., £23 to £23 5s. per ton, in casks, ex store; slightly less for big contracts. ISOPROPYL ALCOHOL is in fair demand on a keen market: first quality, ex acetone, 10s. to 10s. 6d. per gallon, in drums, carriage paid; ex "cracked petroleum," from 6s. 6d. to 8s. 6d. per gallon. LEAD PRODUCTS.—Convention prices for red lead and white lead, dry and ground in oil, are unchanged. Lead acetate is dull; white, £32 10s.; brown, £31 10s. per ton, ex store. LITHOPONE is steady on a rather quiet market: 30 per cent., Continental red seal, spot, £18 10s.; forward, £18 18s. c.i.f., less rebate of £2 per ton. OXALIC ACID is a poor market for business, but prices are steady: quantities, £31 10s. per ton; cwt. lots, 32s. ex store. POTASSIUM CARBONATE remains quiet and rather easy as quoted: 90 to 92 per cent., £23 2s. 6d.; 96 to 98 per cent., £25 2s. 6d. per ton, in casks, ex store; cheaper prices for contracts. POTASH CAUSTIC.—Convention rates are unchanged, but outside material is very competitive: 88 to 92 per cent., £29 10s. to £34 10s. per ton, in drums, ex store; 30s. per ton less c.i.f., in all cases. POTASSIUM CHLORATE in one-ton lots is steady as quoted at £27 10s., but business remains poor: spot parcels, from 3½d. per lb. POTASSIUM PERMANGANATE is steady, but there is not much business about: quantities of commercial quality, in two-cwt. drums, 4½d. per lb., ex store. POTASSIUM PRUSSIAN meets with a steady call, and prices are well maintained: yellow, £63 10s. to £65 10s. per ton; single casks, 7d.; small parcels, 7½d. per lb., ex store. SAL AMMONIAC is maintaining the recent slight improvement

in demand, and the market is fairly steady: dog-tooth crystals, £32; medium, £28; fine white crystals, £17 per ton, in casks, ex store; slightly cheaper for contracts. SALTCAKE is moving in fair quantity for home trade, and the market is steady; in bulk, minimum truck lots, 55s. to 57s. 6d. per ton. SODIUM ACETATE is irregular with cheap offers on the market: business slow; spot, £17 to £18 per ton, in casks, ex store. SODIUM BICARBONATE is steady at makers' price for refined at £10 10s. per ton, in bags, carriage paid. SODIUM CHLORATE is unchanged on a very poor market: quantities, £26 5s. per ton; spot parcels from 3d. per lb., ex store. SODIUM HYPOSULPHITE is easy as quoted: market shows some life; dealers quote pea crystals, in one-cwt. kegs, £15; commercial quality, £9 2s. 6d. per ton, in casks; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. SODIUM PRUSSIAN is about steady with a limited business moving: quantities, 4½d. to 5d. per lb.; small parcels, up to 5½d. per lb. ZINC OXIDE.—The B.P. quality is quoted at about £37 per ton, delivered. COAL TAR PRODUCTS, ETC.—Distinctly quiet markets are reported in this section, but there is no material alteration in quoted values. CARBOLIC ACID CRYSTALS (39° to 40° C.) is steady on a quiet market: 100 tons, 5d.; 50 tons, 5½d.; 20-25 tons, 5½d.; 10 tons, 5½d.; five tons, 5½d.; two tons, 5½d.; one ton, 5½d.; 10 cwt., 6d.; smaller lots, 6½d. to 6½d. per lb., in drums, with over-casks, carriage paid or f.o.b. crude carbolic 60's, 1s. 2d. to 1s. 4d. per gallon, naked at works. CRESYLIC ACID has been quiet, and prices as quoted are inclined to be unsteady: pale 98 to 100 per cent., 1s. 6d. to 1s. 8d.; dark 95 per cent., 1s. 5d.; special qualities, 2s. 1d. to 2s. 2d. per gallon, ex works. American duty-free acid is unchanged at 1s. 6d. to 1s. 8d. per gallon, f.o.b. KEROSENE is steady: water-white 11½d., and standard white 10½d. per gallon, in barrels, ex wharf, London; in bulk, 3d. per gallon less. MOTOR SPIRIT is steady at previous rates: No. 1 1s. 3½d., No. 3 1s. 1½d. per gallon, for U.K. (except North Scotland, which is 1d. more), delivered in bulk; two-gallon tins, 1½d. per gallon more, except in Inner London zone, 1d. extra. NAPHTHALENE is steady on a slow market; crystals, £11 11s.; flake, £11 per ton. PYRIDINE is a quiet market: 90 to 160 quality, 5s. 6d. per gallon. SOLVENT NAPHTHAS are steady and business is fair: 90 to 160, 1s. 3½d. to 1s. 4d.; heavy 90 to 190, 1s. 2d. to 1s. 2½d. per gallon, naked at works. TOLUOL is slightly firmer on quotation: market is quiet; commercial 90's, about 1s. 10d.; pure, about 1s. 11d., per gallon, ex works. XYLOL is quoted dearer on a slack market: commercial, 1s. 8d. to 1s. 9d., and pure, about 1s. 11d. per gallon, ex works.

#### Fixed Oils, etc.

CONTINUED and widespread depression is reported in this section. Most products are unsteady as quoted and some further reductions are noted. Cotton and rape oils are cheaper, while palm oils are unchanged, but still slack. American turpentine shows a loss on the week. Linseed oil is easier. ACID OILS are easier this week on a dull market: Coconut/palm kernel, 20s.; groundnut, 18s.; soya, 14s. 9d. spot. CASTOR is about unchanged in values, but business remains poor: English pharmaceutical, 39s.; first pressings, 35s.; second pressings, 32s. (barrels); cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Madras, 29s. 3d. (barrels), c.i.f.; Bombay, 29s. 9d. (drums), c.i.f.; Italian, medicinal, 55s. cwt., in minimum ten-case lots. COCONUT is steadier, but the market remains dull: deodorised, 30s. 3d. (barrels), spot; Ceylon, 20s. 9d. (drums), c.i.f. COTTON is easier for all grades and the market is slack: deodorised, 27s. 6d.; common edible, 25s. 6d.; soap-making, 23s. 6d.; crude, 22s. 3d. (barrels), spot. GROUNDNUT is dull and unsteady: deodorised, about 29s. 6d.; crude Oriental, 25s. c.i.f. LINSEED (raw, naked) shows further depreciation, with the market quiet but steadier; on spot, 15s. 9d.; May, 14s. 3d.; June-August, 14s. 7½d.; September-December, 15s. 4½d. Boiled oil, on spot, 18s. 6d. OLIVE.—The volume of business passing appears to be poor and the market somewhat unsteady and irregular on quotation: edible, 5s.; B.P., 4s. 6d. per gallon, in 40-gallon barrels. PALM KERNEL is slightly easier on a flat market: deodorised, 28s.; crude, 23s. 6d. (barrels), spot. PALM has remained distinctly quiet all the week, but prices on quotation have just about been maintained: Lagos, 14s. 6d.; softs, 14s. 3d.; mediums, 15s. 3d.; hards, 16s. 6d.; bleached, 17s. 3d. (barrels), spot. RAPE is slightly easier on a very slow market: refined, 32s.; crude, 30s. (barrels), spot. TURPENTINE is lower on the week, with the market quiet throughout. London stocks, 33,476 barrels. On spot, 43s.; June, 43s.; July-December, 42s. 3d.



## London Drug Auction

Commercial Sale Rooms,  
Mining Lane, E.C.3.

May 21.

At the drug auction to-day there was no improvement in the demand, and the bulk of the offerings passed the hammer unsold. There was no outstanding feature in any item. Buchu sold without reserve at from 2d. to 3d. per lb. below the ruling market prices. Menthol also sold cheaply without reserve at about 9d. per lb. below the private price: some of the cases were stained, but the contents were sound. There was no demand for grey Jamaica sarsaparilla, although slightly easier prices would have been accepted, and the same applied to native Jamaica. The bulk of the new crop Jamaica honey was not ready for inspection, so that business was trifling, and except for white quality there was no demand.

**ALOES.**—A parcel of 85 cases Curaçao, mostly ordinary quality, offered, eight of which were disposed of at 95s. per cwt. for black capey. Ordinary liver, part coarse, was limited at from 100s. to 105s. Of Cape, seven cases offered, of which two had been sold privately; the remaining five were limited at 37s. per cwt. for ordinary part coarse seconds.

**BALSAM TOLU.**—For three cases of slightly drossy 2s. 2d. was wanted, and drossy was available at 2s.; two cases fair were held at 2s. 4d. per lb.

**BENZOIN.**—Five cases of good, fair almondy Sumatra seconds sold at £7 12s. 6d. per cwt., and fair was held at from £6 15s. to £7 5s., ordinary seconds at from £6 10s. to £6 15s., common to fair thirds at from 80s. to 90s. Common thirds Palembang were held at 65s. per cwt. Of Siam, small, loose selected almonds were limited at £25; bold pea-size at £22, and part blocky siftings at £18 10s. per cwt.

**BUCHU.**—A lot of six bales of good round green sold cheaply without reserve at 11d. per lb. Slightly stalky and yellowish ditto were bought in at 1s., and bronzy ovals were held at 9d. A bid of 1s. 1d. is to be submitted for a bale of good green round, free from stalk.

**CARDAMOMS** were neglected; the bulk of the offerings consisted of Indian, which were bought in.

**CASHEW NUTS.**—For 26 cases blanched 30s. per cwt. was wanted, and for 41 cases natural but wormy, offered without reserve, no bid was made.

**COLOCYNTH.**—A lot of fifteen bales of good Syrian pulped was bought in at 8d. per lb.

**DERRIS ROOT.**—A lot of 22 bags catalogued had been sold privately. The analysis showed moisture 10.7 per cent. and ether extract 12.6 per cent. A further twelve bales (with no printed analysis) were retired at 9d. per lb.

**ERGOT.**—Two lots of 25 bags fair sound Russian were limited at from 9½d. to 10d. per lb.

**EUCALYPTUS OIL.**—A lot of 55 cases offered, of which 20 had been sold privately. For fifteen cases 71 per cent. eucalyptol 1s. 1d. per lb. was wanted.

**GAMBOGE** was in good supply and failed to sell: fair Siam pipe, part blocky, was offered at £16 per cwt., and for good clean pipe of bright orange fracture £18 was wanted.

**GUAIACUM.**—For five cases of fair glassy block 1s. 9d. was paid, and two cases of common drossy sold at 8d. per lb.

**GUM ACACIA.**—A lot of 50 bags cleaned Kordofan sorts were offered at 41s. 6d. per cwt., and for eight bags common part woody Ghatti 37s. 6d. was the limit; 17 bags Talha were held at 30s.

**HONEY.**—The offerings comprised about 500 barrels Jamaica (a smaller quantity than usual), and a few sales were made, comprising fair to fine white set at from 32s. to 37s. per cwt. Eleven barrels fermented in varying condition sold at 15s. per cwt.; pale set Jamaica was limited at from 27s. to 33s., amber set at 24s., and dark amber liquid at 21s. San Domingo was limited at from 22s. to 25s. per cwt. for amber to pale set; 236 cases Guatemala were held at 37s. 6d. to 42s. 6d. for pale to yellowish set to fine, smooth, light canary set, and ten cases St. Lucia sold cheaply at 20s. per cwt. for dark amber liquid.

**IPECACUANHA** was quite neglected: seven bales of Matto Grosso were offered and mostly bought in at 8s. per lb., the limits for fair average quality were from 7s. 3d. to 7s. 6d. Four bales of Minas were limited at from 6s. 3d. to 6s. 6d. per lb.

**MENTHOL.**—Four cases of Kobayashi sold cheaply without reserve at 13s. to 13s. 3d. per lb., less 2½ per cent. Three

of the cases were stained, but the tins and contents were in perfect order.

**MYRRH.**—Eleven cases of fair partly small and blocky sorts had been sold privately. Fair Aden sorts, slightly blocky, were held at £7 10s. per cwt., fair ditto partly blocky at £5 10s., ordinary mixed at 95s., down to 55s. to 80s. for common to fair blocky pickings.

**ORANGE PEEL.**—Sales privately have been made at 6d. per lb. for so-called Maltese machine-cut; in auction several parcels were available at this price.

**RHUBARB.**—There was no public business done. For a case of bold, flat Shensi, with seven-eighths good pink fracture, a bid of 4s. 9d. is to be submitted, the limit being 5s.; this quality is scarce. Four cases of medium rough, round High-dried had been sold privately. Medium to bold round Canton was limited at from 2s. 9d. to 2s. 10d., and flat High-dried with three-quarters fair pinky fracture at 1s. 4d. per lb.

**SARSAPARILLA.**—A fair quantity of grey Jamaica was offered but no business was done, fair fibrous being available at 1s. 1d. to 1s. 2d. per lb. Native Jamaica, which also offered in fair quantity, also failed to sell.

**SENNA.**—Twelve bales of common yellowish Tinnevely sold without reserve at 2d. per lb., and for three bales of first-class sea-damaged 2d. was also paid: five bales of thirds sold at 2½d., and for medium to bold clean green leaf 4½d. was wanted, with seconds at 3d. to 3½d. per lb. Dark hand-picked Tinnevely pods were held at 5½d. Five cases of Alexandrian pods had been sold privately; good green stout hand-picked were held up to 4s. 6d. per lb.

**TAMARINDS.**—A lot of 190 barrels West Indian salvage stock, ex a recent wharf fire, offered without reserve with all faults at per barrel of about 2½ cwt. if pay charges. There were no bids however, and the parcel in its present condition did not seem suitable for manufacturing purposes. Several other lots of reconditioned Antigua were limited at from 13s. to 14s. per cwt.

**TURNERIC.**—For fair Madras finger 24s. per cwt. was wanted. Forty bags of Cochin split bulbs had been sold privately.

**WAX (BEES).**—Five barrels fair Jamaica block of mixed colours were held at £6 per cwt.; 40 packages fair Conakry block were limited at £5 5s., and Benguela ditto at £5 5s. per cwt.; for fair to good bleached Calcutta from £6 to £6 5s. was wanted.

*The next Auction will be held on July 23.*

## Sierra Leone Kola

The quality of the Sierra Leone kola, the Colony's second most important export, bears a reputation that is second to none in West African markets (says the Colonial Report for 1929), but this article shows a falling away compared with the previous year's production; the decrease in quantity amounted to 385,482 lb. and in value to £15,575. Sierra Leone kolas are mainly purchased by countries having themselves important export trades in ground nuts, and any falling away of the ground nut market, such as was experienced in 1929, is at once reflected in the export of Sierra Leone kolas. The Colony of Nigeria which has only recently begun to purchase kolas from Sierra Leone, is by far the largest customer; of the total amount of 7,005,078 lb. exported in 1929, Nigeria took 3,916,909 lb., the remainder being divided about equally between the Gambia and French Senegal.

## Orange Blossom Oil

EXPERIMENTS have been carried out by Dr. F. de Villiers, Research Chemist of the Division of Chemistry, Pretoria, with a view to producing oil from orange blossom. It has been found that of the large quantity of blossom produced, less than 10 per cent. is actually required for the provision of the fruit crop. The aroma from orange blossom is delicate and pleasant, and the distilled water is used in pharmaceutical preparations and toilet articles. The flowers are collected in the morning and weighed, the petals being pinched off the rest of the blossom and placed in a still and covered with water. In the experiments it was noticed that the yield of oil could be increased by first heating the mixture in the still to 70° C. and allowing to stand 24 hours. By this method the yield increased 50 per cent. Numerous separate distillations were made of petals obtained from navel trees, and it appears from the investigations that a possibility exists that the waste blossoms can be profitably used, although the real problem is the expense involved in collecting the blossoms and pinching off the petals.



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

## Proprietary Medicines Bill

SIR,—The revival of the 1920 Proprietary Medicines Bill (or something closely resembling it) is a curious development of the mentality which imagines that all things find a solatium in an Act of Parliament. If legislation had been the panacea from all the evils from which humanity suffers the millennium would have come ages ago. What great vested interests this Bill, if it passes, will affect! First, the advertising columns of the daily Press. To the pharmacist there is a certain amount of morbidity about announcements of proprietary medicines. There is much to be said for the limitation—indeed the elimination—of announcements respecting remedies for ailments on the moral borderline, as also for those which under the present conditions of knowledge are incurable. Under present economic conditions the loss of revenue will not be much compared to the sums raised by the duties upon alcohol and tobacco. Is this minor revenue to be sacrificed in the interests of the nation's health, and everyone ultimately to become a scheduled patient? Commercially the pharmacist may suffer considerably in respect of the value of the stock he holds, owing to some of it becoming unsaleable. The stock of proprietaries held in some pharmacies is by no means of small value; how is this condition to be dealt with? The proposed registration of formulas will mean a new and enormous official staff to keep the records, with the accompanying cost thrown upon the general taxpayer. The rage for registration and maintenance of records is rapidly filling official offices with staffs which would be better employed in producing more wealth for the nation. The disclosure as to synthetic drugs has its humorous side; how many purchasers, for instance, of antipyrine will be any the wiser for the inclusion of its synthetic name?—I am, etc.,

NORTHERNER (18/5).

## Afterwards

SIR,—It is good to find so persistent a fighter as Mr. Frank E. S. Clarke (*C. & D.*, May 16, p. 585) looking well ahead and raising the question of our future line of action. Consideration of this is desirable and will almost certainly be found necessary in the immediate future, whether the Pharmacy and Poisons Bill becomes law or not. Quite apart from any changes that may be forced upon us by the passing of that Bill, there is a deep-seated feeling that reform is called for in connection with the conduct of the affairs of the Pharmaceutical Society. Mr. Clarke seems to have an inkling of this, and there have recently been in your columns echoes of rumours that the Council of the Society as a whole is not paramount in its own house. Things happen, we hear, and action is sometimes taken between meetings of the Council, without anything being disclosed on the particular subjects to individual councillors until such time as they assemble again for the usual formal meetings. Presidents do not consult with their immediate predecessors as might reasonably be anticipated, and vice-presidents are not afforded opportunities of knowing what is happening. So the story goes, and it would appear that the rules of procedure at the Society's headquarters are such that the president for the time being, once appointed, is in a position somewhat resembling absolutism. He may do what he thinks fit between meetings of the Council, without consulting any of his colleagues, and expect to have his action confirmed in due course, under more or less veiled threats of resignation if approval should be withheld. Whilst there may be wise and strong men who can do justice to such a position, those elected to the presidency are not always wise and strong, and this naturally provides opportunities for control by clever per-

manent officials. Now the Pharmaceutical Society is essentially a body which should have its affairs free from any suspicion of bureaucratic control, whether by Government officials or pharmaceutical amateurs. Its Council should definitely assume all responsibility, and be impatient of interference by paid officials, while insisting that its titular head, the president, shall submit all matters of importance arising when the Council itself is not in session to a small advisory body in which general confidence is reposed by the Council. Other methods may have served in bygone days; but they seem to have failed during recent years with the growth in importance of the Society's business, and improved methods now appear to be called for, whether the Pharmacy and Poisons Bill passes or not. It would be well if the views of some councillors upon the position could be ascertained at this very critical time in the history of the Society, but it is to be feared that those who have passed the chair would hesitate to admit the truth of what has been inferentially stated here, whilst others would refrain lest disclosure should spoil their chances of promotion. There may, however, be one or two independent spirits yet remaining, and publication of their views might be of immense benefit.

Yours faithfully,

KRITES (18/5).

## Irish Pharmacy and Irish Unity

SIR,—As the Council of the Pharmaceutical Society have kept absolute silence on their intentions regarding the recognition of Northern modified qualifications in the event of Irish unity, and as no denial has appeared, official or otherwise, of the charges made in my recent letter on the subject of reciprocity, I leave the man in the street to judge the truth or otherwise of my assertions. Silence gives consent. And what of the new Pharmacy Bill which has been hatched in private for the past six years? Silence reigns supreme! It is about time the rank and file of Irish pharmacy knew what is going on, or will we be forced to adopt stronger measures to change the order of things?—Yours, etc.,

OBSERVANT MEMBER (19/5).

## Competition

SIR,—In my business I have the following to contend with:—(1) Market stores who ignore the P.A.T.A. and break its rules every day. (2) A doctor who prescribes and gives medicine for 6d. (3) A herbalist (herbs do cure) who incidentally sells probably £3 or £4 of chemists' articles (which I should otherwise sell) per week. (4) A co-operative store which runs a drug department with qualified chemist in charge. (5) A "bazaar" which sells numberless chemists' lines at 6d. each. (6) A photographer who bills the neighbourhood offering D. & P. work at cut prices, making sending work away to be done unprofitable. (7) Four branches within short distance of Blank & Co., who sell 8-oz. liquid paraffin at 10½d., and doubtless other articles at similar cut prices. (8) I am waiting for next opponent to qualify me for use of the expression "Et tu, Brute."—Yours faithfully,

IN THE NECK (11/5).

## Taking the Goods to the Customer

SIR,—Hawking, which forms the subject-matter of an article on p. 512 in your issue of May 2, is not so infrequent as may be supposed by those who do not come down to affairs in pharmacy. It is much in evidence in many thickly populated industrial districts, now seriously affected by the tendency of the local populace to go by bus to the neighbouring town for shopping. Hence not a few pharmacists whom I know, and know of, have found it a business necessity to take their



goods to their customers. Your contributor gives a good idea of the methods adopted; from experience I know there is money in it, providing there is the social and individual capacity to sink the idea that such a method of trading is *infra dig.* For years long past the "commercial" has sold the wholesaler's goods to the retailer by calling upon him; is there not ample justification for the retailer waiting upon his customers at their domicile? Reason says "Do it!" In many districts of recent commercial development, the general retail trade has not profited to its legitimate extent in comparison with the increase of population; this may be accounted for by various conditions. To save the situation for the retailer, the hawking alternative is a sound business alternative, and without fear or shame it is to be commended. The essential feature is to be able to supply customers of every kind and social grade with the goods they request: this establishes the confidence that "You always get what you ask for from Mr. X., or he will get it for you." If a pharmacist is blessed with a kind and "taking" personality, there are few limits to the opportunities for doing business in the countryside. Initially the travelling may be done tentatively, but prompt service is the essential in the delivery of orders or other needs. I would not hesitate to send any out-of-the-way want by post direct—it is a cheap advertisement, the postman knocking at the door. The requirements of a particular round or neighbourhood are soon ascertained, and stock maintained in accordance with them. Transactions should be for cash only, otherwise the cost of booking and collecting makes a considerable inroad into the net profit. A good quality of article is essential, competing well with local prices, and, above all, a neat and commendable pack of everything, bearing the chemist's name. I do know of not a few instances where the adoption of a hawking or travelling business has been the salvation of a pharmacist, but he must take this calling seriously.

Yours, etc.,

FRANK ENGLISH (4/5).

SIR,—I have often tried to figure out the possibilities of a travelling van, and therefore the article on "Hawking" is especially interesting, as it gives an account of an actual experience with details of takings and expenditure. First of all, I suppose that as such trading is in effect hawking, a hawker's licence would have to be taken out. Then your contributor states that it is open to doubt whether the business is really legal. Up to the present we have considered that poisons could only be sold by a qualified chemist in an open shop, but in view of the recent decision regarding automatic machines this idea seems to have been upset; so that the chemist with a hawker's van would have little to fear if he conducted the sales himself. Your correspondent says he carries the usual run of fast-selling patents; these, I take it, bear medicine stamps, and I have understood that a patent-medicine licence can only be taken out for fixed premises. This raises another interesting point; does the exemption applying to a "brand," with full disclosure of formula and no claim to proprietary rights, hold good when the chemist is trading from a vehicle instead of from a shop? The point I have always been doubtful about is whether a sufficient number of customers could be called on during the daily round to secure adequate returns. It is stated in this article that the writer serves 100 in a day, working from 9 a.m. to 5 or 6 p.m., but it does not say whether the hundred includes those called on with no sales made or whether they are the actual purchasers only. Even taking it as the latter, then the returns per customer are high, much higher than the average retail chemist achieves; when the busy years were with us I took a count of the customers on several occasions to find out the average per head, and it worked out at 1s. 3d.; it is evident that now the average would be much lower. I have not taken a count lately, but roughly I should estimate the amount taken per head to have dropped to nearly a half. Our friend with the van, however, gets a sale per head of nearly 2s., and is therefore doing much better than his brother behind the counter. I should think it would be necessary to choose a locality where there was a

large though scattered rural population, and not one near a town with large outlying building developments.

Faithfully yours,

VANMAN (11/5).

### Consumers' Council Bill

SIR,—Among other items in the report of the Council meeting of the Proprietary Articles Trade Association (*C. & D.*, May 2, p. 520) reference was made to the Consumers' Council Bill and statements regarding the rates of profit on certain proprietary lines. A day or so previously I had been reading a report in the daily Press of the proceedings relating to the licensing of motor coaches; it was stated in that report that the Commission had given a warning against the reduction of certain fares when fare conditions had been attached to a licence—competitors would not be allowed to cut the fares and so steal some of the trade. Now this is exactly what has happened in retail business; chemists have agreed through the P.A.T.A. to charge regular prices, allowing a living profit in order to prevent competitors cutting those prices to an uneconomic figure. But when the chemist tries to protect himself in this way he is charged with trying to extort an exorbitant profit, and generally with interfering with free trading conditions, and he is held up as the awful example on which to base regulations for fixing prices at such a low rate that the sale of the goods would become unprofitable and impossible. I have seen it reported that the motor industry is contemplating a scheme similar to the organisation of the P.A.T.A.—Yours truly,

THE GANDER (12/5).

### Examination Results

SIR,—What is wrong with the Qualifying examination? London pass 12½ per cent., Edinburgh 50 per cent. at the same examination. Either Edinburgh must be extra lenient or London terribly severe. Does the obtaining of a certain percentage of marks in each subject obtain a pass? It seems only fair that it should do so. The same sort of thing was in vogue over forty years ago, but I do not think it was so flagrant as now. Is it not about time that all examinations should be under one governing body? I feel very strongly about this, having a son shortly presenting himself for examination in London. Would his chances be better if he went to Edinburgh? We know how severe the examinations are at the present time, especially when one considers the pittance one can earn as a qualified man and the smallness of the living obtained by most chemists in business for themselves.—Yours faithfully,

QUALIFIED 1893 (13/5).

### Chemists' Varying Charges

SIR,—I have been one of the first to recognise that chemists as a rule do not charge an adequate price for their services for dispensing, and particularly for the compounding of recipes presented to them on scraps of paper or as newspaper cuttings. All these things should be priced out as prescriptions, and the dispensing fee according to the *C. & D.* Retail Price List should be added on to provide an economic price. The one snag in this procedure is that it is not adopted by all chemists alike, and therefore we get the variations in price which cause us so much trouble. I find that there is a growing habit with customers of asking how much it will cost to dispense a script; in these cases I cost them out by the Retail Price List and quote the total. Not once, but repeatedly, the customer has put the script back in his pocket and walked out, the price being more than he had paid before. I do not blame any customer for wanting to know the cost of the article he is buying, nor do I blame him for refusing to pay a higher figure than he had previously, but I do blame chemists generally for undervaluing their profession and their own work to such an extent that the price of a prescription becomes a matter of bargaining. As I am by no means in a large way of business I cannot afford to lose customers in this way.—Faithfully yours,

HOLDEM. (5/5).



## Dispensing Notes and Difficulties

### Mistura Camphoræ Composita, N.H.I.

SIR,—Perhaps our method of dealing with mist. camph. co. may be of use to "R. A. P." (C. & D., May 9, p. 554). We make a mixture concentrated 1-4 without the tinct. camph. co., and use 2 oz. of this with  $\frac{1}{2}$  oz. of the tincture for each prescription. It takes a little longer, but is quite satisfactory.

Yours faithfully,

WILLIAM COUCH.

Chippenham.

SIR,—Mist. camphoræ co., N.H.I. (C. & D., May 9, p. 554), does not present any difficulty if dispensed in the order of prescribing given in the N.H.I. Formulary. My invariable rule in these formulas is to dispense them exactly in the order prescribed. A few days ago I compounded 5ij. of this mixture, and at the time of writing there is the merest trace of a precipitate in a slightly darkened straw-coloured liquid, a precipitate scarcely worth notice. The liq. ammon. acet. conc. was diluted with water, vin. ipecac. added, then the potass. nit. and ammon. carb., each separately in solution, and then the tinct. camph. co. by itself, making up finally to the required quantity with a very small volume of water. In prescriptions of this type it is a good plan to add tinct. camph. co. and similar tinctures undiluted to the menstruum, and thus avoid initial precipitation or separation of such constituents as acid. benzoic., camphor, etc. The addition of a suspending vehicle is not needed. Finally, it is always wise for the dispenser to watch the neutrality of liquor. ammon. acet. conc. (1-7).—Yours, etc.,

FRANK ENGLISH (18/5).

## Legal Queries

E. C. (15/5).—It is not possible for us to say whether your bath salts possibly come within the exemption in favour of mineral water salts, since you do not state the composition of the article. Certainly the preparation consisting of a mixture of mustard and brine would not come within this exemption, and consequently the references to "colds, influenza, etc.," would render that article liable to medicine-stamp duty.

G. R. P. (22/4) became tenant of a house under a seven years' lease which will expire in October 1931. With his landlord's permission, he converted the premises into a shop and is still trading there. Can he claim compensation or a renewal of the lease if his landlord does not agree to a continuation of the tenancy? [The Landlord and Tenant Act, 1927, provides for the payment of compensation or the renewal of the lease in such cases; but "G. R. P." should have made his claim, in the prescribed form, not less than a year before the expiration of the lease. We advise him to consult a solicitor.]

D. R. H. (12/5).—The Methylated Spirits Regulations, 1930, make an apparent distinction between an "order" and a "prescription" for industrial methylated spirit. When industrial methylated spirit is prescribed either undiluted or diluted with water, this is regarded as an "order," and may not be acted upon more than once, or more than seven days after the date it bears. This is an "order" and, unless it is a National Health Insurance prescription, it must be retained by the chemist for two years. On the other hand, if industrial methylated spirit is prescribed as a vehicle for one or more remedial agents, this is a "prescription" and must be entered in the prescription book with the name of the person to whom it has been given, and also the name of the prescriber. This prescription can be returned to the customer (except in the case of National Health Insurance prescriptions) and may be repeated without further formality, apart from entry in the prescription book.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

N. F. V. (4/58).—REPAIRING A PESTLE.—The wooden and porcelain parts of a pestle can be united by means of melted shellac. The part of the wooden handle which goes inside the porcelain is wrapped round with string. The parts are then made hot before applying the shellac which is to unite them.

A. B. (27/48).—FLOOR POLISHES.—One of the following formulas should meet your customer's requirements:—

I		II	
Hard paraffin	... 15 oz.	Stearic acid	... 5 oz.
Ceresin	... 10 oz.	Hard paraffin	... 10 oz.
Turpentine	... 45 oz.	Ceresin	... 10 oz.
		Turpentine	... 45 oz.
III		IV	
Stearic acid	... 2½ oz.	Camphor	... 6 oz.
Carnauba wax	... 2½ oz.	Ceresin	... 10 oz.
Beeswax	... 8½ oz.	Hard paraffin	... 3 lb.
Turpentine	... 20 oz.	Boiled linseed oil	30 fl. oz.
		Turpentine	... 40 fl. oz.

M. J. F. (2/3).—ALUM PENCILS.—Liquefy 100 grams of potassium alum crystals by the aid of heat. Remove any scum and avoid overheating, particularly of the sides of the vessel in which liquefaction is being carried out. The molten liquid should be perfectly clear. Triturate a mixture of French chalk in fine powder, 5 grams, glycerin 5 grams, to a paste, incorporate with the liquefied alum and pour into suitable moulds. A whiter appearance can be imparted to the resulting pencils by the addition of more French chalk.

M. L. (18/58).—AFTER-SHAVING LOTION.—The following is a formula for a menthol after-shave lotion:—

Tragacanth. pdr.	... 8 oz. (5 oz.)
Formalin	... 2 dr. (4 dr.)
Menthol	... 2 oz. (1 oz.)
Cologne oil	... 2½ oz.
Red colouring	... a sufficiency
Industrial spirit	... 3 pints (2 pts.)
Water	... 5 gallons

The alternative quantities are for a cheaper preparation.

C. G. (18/58).—The sample of a liquid used for stripping off French polish consists of a dilute solution of rubber in either methylene bichloride or dichlorethylene. It is not possible to say which of the two is the solvent present in the sample submitted by you without having a much larger quantity for examination. Usually a little wax is added to paint removers of the above type in order to hold the solvent to the surface to which it is applied.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," May 15, 1881

### Professor Bentley's Demonstrations

On Saturday morning, May 7, forty-two students met together at the Regent's Park Gardens to listen to Professor Bentley. This summer course of lectures forms the second part of the botanical curriculum, the previous and introductory series being delivered at Bloomsbury Square. . . . The morning was bright and lovely; the students somewhat too demonstrative, and the lecturer enthusiastic, as is his wont. . . . The hour being now exhausted, Professor Bentley led his students through the grounds. These demonstrations are continued every Friday and Saturday morning at 8 o'clock precisely.





[Commenced C. & D., July 5, 1924]

**Turpeth** is the root of a convolvulaceous plant (*Ipomœa Turpethum*, R.Br.), found throughout India and Ceylon, ascending 3,000 ft., in the isles of the Malay Archipelago and Australia. The root is called turbud (Ar. and Pers.), turbith végétal (Fr.), Raiz de turbit (Sp.), Radix turpethi (Lat.), Indian jalap. **HISTORY.**—The root has been used medicinally all over India from a very early date, as it is recorded in the writings of Susruta (B.C. 1000). The plant is sacred to Siva, to whom the flowers are offered by the Hindus. The Arabian physicians Avicenna and Rhazes and the Persian Abu Mansur describe the drug, and Mesuë was the first Arab to prescribe it as a cathartic. In the school of Salerno in the eleventh and twelfth centuries the knowledge of medicine was derived mostly from Islamic physicians, Constantinus Africanus among them, and thus Eastern medicines were introduced into the Western world. Turpeth is recorded as a drug in Pisa in 1305, in Frankfurt in 1450, and in the Nordinger Register 1480. Under an edict in Rome of 1576 the root was ordered under a penalty to be stocked with other simples in all pharmacies. In most of the herbals of the sixteenth and seventeenth centuries turpeth root occupies an important place. Garcia da Orta, in his "Colloquios" (1563), and Acosta (1578) describe authentic samples from India, where Goa was a Portuguese possession, and in 1584 the root was among the articles of export from that city to Europe. Sanskrit writers mention two varieties, Sveta "white" and Krishna or Sharma "black." The difficulty of obtaining a regular supply of the drug produced many substitutes when it came into use in Europe. Gerard's Herbal (1633) speaks of Turbith of Antioch as the true medicine on the authority of Mesue and Garcia, but refers to Serapion's Turbith as a tripolium or sea star-wort, growing on the English coasts. Gerard probably was following Dodoens, who in his "History of Plants," printed at Antwerp in 1616, describes two kinds of turbith, that of Serapion, a composite growing along the coast, and that of Mesuë, a Thapsia growing on the Isle of Thapsis, near Sicily. William Turner (1548) speaks of Mesuë's turbit being a thapsia "that groweth in divers places in Italy," but carefully throws the responsibility of the identification on "the best learned of that country." William Salmon (1710) enumerates three kinds of the drug: (1) Turbit officinarum of Mesuë the Arabian; (2) Indian turbit, an Althæa (?); (3) Gargaricum, or pseudo-turpethum, a Thapsia. Schroder (1669) refers Gargarik or false turbith to scammony root. Pomet, in "Histoire des Drogues," 1712, describes four kinds of the drug found in commerce. In the preparation of a pharmacopœia it is interesting to trace the official separation of what is valuable in medicine from all its inert substitutes collected from the writings of hundreds of books on the subject. In the Pharmacopœia Londinensis of 1627, 1639, 1650, 1677 and 1721 Turbith exotici and Turbith minerale were admitted to official recognition, but in the subsequent editions of 1746, 1788 and 1809 turpeth disappears from its pages. Probably the Royal College of Medicine had heeded the warning of Nicolas Culpeper in 1653, who, speaking of the activity of the root, said "let not the vulgar be to busie with it." Turpeth root found a place in the "Indian and Colonial Addendum" in 1905, and it was transferred to the British Pharmacopœia of 1914, but its prospects of finding a place in future pharmacopœias is not hopeful.

**CHARACTERS AND COMPOSITION.**—Turpeth of commerce consists of the root and sometimes portions of the stem cut into short lengths from one to five cm. in diameter. They are usually in cylindrical pieces, but the thicker roots are often split and deprived of the central portion; they are longitudinally furrowed and have a dull grey or brown appearance. The section shows a porous cylindrical wood surrounded by a broad cortical layer containing yellow-brown resin cells, laticiferous vessels and crystals of calcium oxalate. The fracture of the bark is short and the wood fibrous. It is free from odour, but has a nauseous taste; slowly developed in the mouth. Turpeth is a drastic purgative of phlegmatic humours and bile. It has been regarded as an hepatic stimulant, weaker than jalap, and should, consequently, be given in larger doses. On the other hand, Virey and others speak of the root as being more drastic than jalap, and earlier records state that it should never be administered to children or women with child. The official dose is five to twenty grains, and it is usually given with ginger or aromatics. The use of the resinous active principle is an improvement on the crude root as a standardised therapeutic agent. Turpeth root contains a yellow colouring matter and between five and ten per cent. of resin. The resin soluble in alcohol, but not in ether, fuses at 182°, is termed turpethin, isomeric with jalapin and scammonin. When treated with dilute mineral acids the glucoside is hydrolysed into glucose and turpetholic acid (Spergatis, 1866). The resin soluble in ether, called turpethin, is probably similar to the resin found in scammony and the roots of *Ipomœa orizabensis* and *I. simulans*. Turpethin is separable into two portions by petroleum ether: one soluble  $\alpha$ -turpethin and the other insoluble  $\beta$ -turpethin (Votocek and Kastner, 1907). The resemblance between the resin of turpeth root and that of scammony is so similar that the former root is now used in the manufacture of scammony resin.

**Turpeth Mineral.**—Turpethum minerale, mercurus præcipitatus; præcipitatus flavus; yellow precipitate of mercury, yellow mercury sulphate; yellow subsulphate of mercury; mercurie subsulphate; King's yellow, Queen's yellow, Dutch pink. These are names for basic mercuric sulphate,  $\text{HgSO}_4 \cdot 2\text{HgO}$ , a heavy lemon-yellow powder used in medicine in the XVIIth and XVIIIth centuries. In the early chemical and medical works of this time the manufacture of turpeth mineral is described (see W. Simpson 1669, Lepenius 1679, Andreas 1736, Reid 1758). It is made from quicksilver and oil of vitriol by heating them together; the resulting compound is treated with water, which removes soluble mercury sulphate and precipitates the yellow basic salt. This is a violent emetic and purge and was a dangerous remedy from the first, especially for children. It produced death, preceded by symptoms similar to those of corrosive sublimate. Nevertheless, it had a great reputation and was included in numerous dispensaries, and was used in certain diseases, including syphilis (Bollochar 1616). The substitution of a mineral for a vegetable remedy is not usual in medicine, and its origin can only be traced to the teaching of the revolutionary school of Paracelsus. Paracelsus, or Theophrastus Bombastus von Hohenheim, was born in Switzerland and lived from 1493 to 1541. His father was an alchemist, and because of his knowledge of that science the son has received credit for introducing mineral substances into therapeutics. Paracelsus began his academic career in medicine by publicly burning the books of Galen and Avicenna, thus showing his contempt for the crude drugs of Arabia and the East. He contended that all bodies contain three essential principles: salt, sulphur and mercury. In turpeth mineral, therefore, two of these ingredients are combined, and what more valuable medicament could be administered for human ailments! In his "Dictionariolum Paracelsicum," published in Geneva in 1658, he tabulates: "Turbith minerale est mercurius sine corrosive præcipitatus et dulcis." Turbith mineral occurs in a list of mineral medicines drawn up by Oswald Croll, of Hesse, in 1609. It is curious to notice that it is nearly always indexed and described under "Turpeth," and not as a mercury salt. That its name is derived from the vegetable drug on account of the similarity of the colour of



# The C.&D. Commercial Compendium

the powder and action is frequently referred to. Reid (1758) says of it: "A purge and emetic which it possesses in common with vegetable turbith, whose name it has therefore taken." As mentioned in the last article, turbith minerale was in the London Pharmacopœia up to 1721 but was omitted in the edition of 1746. It lingered for some years afterwards in the dispensatories of France, Germany and Italy. It is used in the present day as an application for mange in dogs.

**Tutia.**—See Zinc Oxide.

**Twaddell's Hydrometer.**—See Hydrometers.

**Twine.**—See Wrapping Materials.

**Type: Sizes.**—The principal sizes of type used in the text of newspapers and books are as follows:—

This is Pica (12-point)

This is Small Pica (11-point)

This is Long Primer (10-point)

This is Bourgeois (9-point)

This is Brevier (8-point)

This is Minion (7-point)

This is Nonpareil (6-point)

## U

**Ucal.**—See United Chemists' Association, Ltd.

**Ugly Publicity.**—Well justified criticisms are being levelled to-day by various bodies interested in the preservation of rural amenities at the blatant and indiscriminate use of tin signs and posters by advertisers. There are ways and means of doing this without the spoliation of architectural or natural beauty. For those firms that think it necessary to supplement the two main forces of sales promotion—the general and trade press and the retailers' windows—poster hoardings around demolitions on public thoroughfares, at railway stations, or other places in urban surroundings where people congregate or pass in large numbers afford possibilities for public advertising, whereas a conglomeration of tin or enamel signs on a shop-front or façade offers the minimum value in publicity. One sign tends to cancel out the other, for the medley of colours and sizes makes it extremely unlikely that any one sign will receive sufficient attention to create any impression upon the mind of the passer-by. The retailer should realise that it is not in keeping with the dignity of his trade to smother his shop-front with tin or enamel signs, coloured bills and so on. His window can be relied upon to introduce his stock to passers-by, and his name and trade designation should be the only lettering necessary on his shop-front, for quite apart from the fact that they are unsightly and cheapen the appearance of his premises, enamel signs and other advertisements of this character are relics of a past age in advertising when so many firms carried on business on the basis that he who shouted loudest sold the most goods. Many of the manufacturers are beginning to realise that the retailer's shop-front is not merely a free space for the nailing up of tin signs, which have no real value as media of sales-promotion, and, in fact, mitigate against the sales of the very goods they purport to advertise. To-day there is a demand for simplicity and dignity in shop-front treatment, and any lettering or signs used on the retailer's frontage must conform to modern standards of shop design. It should fulfil its function as a medium of publicity without detracting in any way from the appearance of the shop-front. In fact, any form of exterior lettering employed should be considered from its æsthetic as well as its publicity aspects. Illuminated signs may be used with advantage for advertising, but care should be exercised

in their use, for certain varieties are too glaring or dazzling to be of value as effective media for increased selling. Their excessive use on the shop-front is to be discouraged, but one, or even two, in each window, either suspended or forming part of the display, may be used with advantage. Huge white or highly-coloured fascias are another form of ugly publicity which should be avoided by the chemist. The chemist's name should be shown in lettering in proportion to the shop-front, and the nature of his business emphasised by the use of the professional symbol—the carboy in the over-transom section—or, if this is impracticable, by a suitable neat hanging sign.

**Ullage.**—The deficiency from full measure in casks, barrels, bottles or other vessels containing liquids, either through leakage, breakage, evaporation or otherwise.

**Ultramicroscope.**—Scientific knowledge in reference to the sizes, motions and other properties of so-called colloid particles has been greatly extended of recent years by the use of the ultramicroscope, originally devised by Zsigmondy and Siedentopf. The Tyndall beam is a simple test for distinguishing between sols and molecular disperse solutions. It consists in observing whether the path of a powerful beam of light is made apparent when viewed transversely. Both sols and fluorescent solutions give rise to this phenomenon, as they can be discriminated by the fact that light refracted from sol particles is plane polarised, and can therefore be extinguished by a Nicol prism placed at the correct angle, whereas the light from a fluorescent solution can be viewed with the prism at any angle. The ultramicroscope virtually permits of the Tyndall beam being examined microscopically. In much the same way that motes in the air, which are ordinarily invisible, are shown up in brilliant sunlight, particles too small to be seen through a microscope employing direct illumination are observable in the ultramicroscope by employing spots of light. The appearance, however, gives no direct indication of the size and shape of the particles, but since it permits of the determination of the number of particles in a given volume of solution, the dimensions of the particles can be thus indirectly estimated. The physicists who elaborated this instrument introduced the following terms to designate the order of magnitude of particles: *Micron* = a particle visible under the microscope. *Ultra-micron* = a particle below the limit of microscopic resolvability, but capable of detection by the ultramicroscope. *Amicron* = a particle too small to be detected by the ultramicroscope. This classification is, of course, exceedingly arbitrary, but is, at the moment, convenient. An improvement in the character of the apparatus might at any time make an alteration in terms necessary. The following units and dimensions should be noted:—

Unit of length  $\mu = 10^{-3}$  millimetre (0.001 mm.)

Unit of length  $\mu\mu = 10^{-6}$  millimetre (0.000.001 mm.)

Angstrom unit = 0.1 of  $\mu\mu$

Coarse suspensions = greater than 0.1  $\mu$  in diameter

Sol particles = 0.1  $\mu$  to 1  $\mu\mu$  diameter

Solute particles in molecular disperse solutions = usually less than 1  $\mu\mu$  diameter

Largest particle capable of exhibiting Brownian movement = about 4  $\mu$  diameter

Limit of microscopic resolvability under ordinary conditions = about 250  $\mu\mu$  diameter

Limit of microscopic resolvability under critical conditions = about 20  $\mu\mu$  diameter

Smallest gold particles actually observed under ultramicroscope = (a) with arc light = 15  $\mu\mu$  diameter; (b) with sunlight = 1  $\mu\mu$  diameter

Avogadro number (number of molecules in a gram molecule) =  $6 \times 10^{23}$

**Ultra Vires.**—A term applied to an act or contract which is void because the person or body doing or making it has no legal capacity to do so.

**Unilateral.**—One sided. The name is applied to obligations which bind one party only, without there being a corresponding obligation on the part of another.



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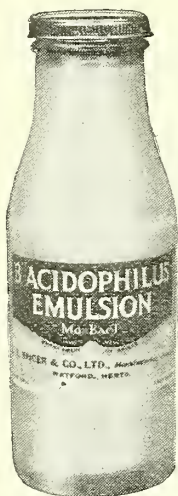
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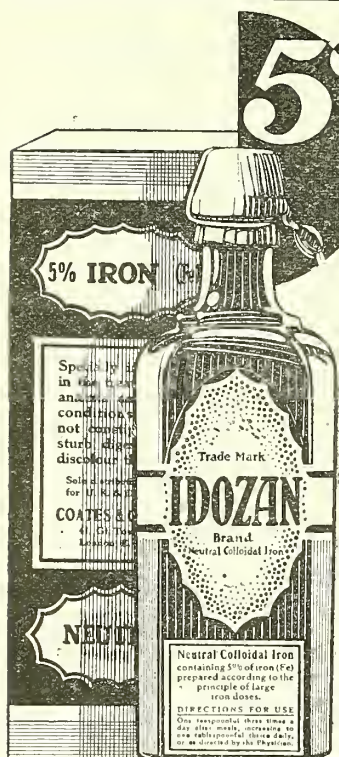
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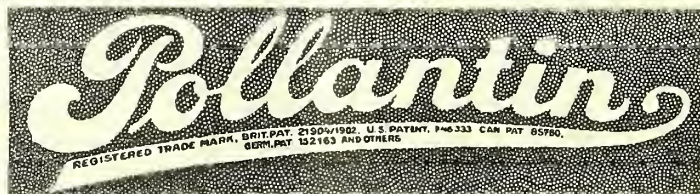
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Similarly attractive display features are issued at frequent intervals.

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The Spring will be a time of prodigious advertising activity for 'ASPRO'. Seaside towns and Holiday centres will receive special attention. Extensive advertising in the national and local press will carry the 'ASPRO' message into every town and village, emphasising the value of 'ASPRO' for the common Spring ailments, holiday and sun-glare headaches, irritability, chills, etc.

Make sure of your share of the sales which will be produced by prominently featuring 'ASPRO' display material.

### Ordinary PRICES for UNSTAMPED 'ASPRO' are as follows :

3d. size, containing 5 tablets, 2/3 dozen.

Less 2½% 30 days.

6d. size, containing 10 tablets, 4/6 dozen. NOTE.—The 1/3 size contains

1/3 size, containing 27 tablets, 11/6 dozen.

Two extra tablets.

2/6 size, containing 60 tablets, 21/- dozen. 2/6 size contains Ten extra tablets.

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

AGENTS :

GOLLIN & CO., PTY., Ltd. ('Aspro' Dept.), SLOUGH, Bucks. 'Phone: Slough 608.  
Made by ASPRO Ltd., Slough, England.

No proprietary right is claimed in the method of manufacture or the formula.



A sticker on your window will bring a steady stream of customers to your counter. The above illustrations represent only a few of the many striking stickers available for chemists' use.





# ASK BLACKIE FOR

**EFFERVESCING  
CITRATES, HEALTH SALTS  
AND  
SALINES**

(SPECIALITY—FREE RUNNING GRAINS)

**GOODS RIGHT—PRICES RIGHT—SO YOU WRITE—TO-DAY**

IRISH FREE STATE :  
**A. S. CRAIG,**  
17 COPE STREET,  
DUBLIN.

## ROBT. BLACKIE











### SPRING LINES

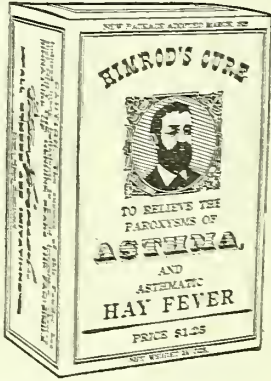
**LYSOL**  
HYDROGEN PEROXIDE  
BLOOD PURIFIER  
CREAM OF MAGNESIA  
BRIMSTONE AND  
TREACLE

AND  
**SPUN**  
OINTMENTS  
—OF COURSE

**SHEN WORKS,**  
TOWER BRIDGE RD.,  
LONDON, S.E.1.

Tel.: HOP 2422.  
Telegrams: Ushensouna, London.

	<p><b>WOMEN ARE TELLING EACH OTHER ABOUT this "marvellous relief"</b></p> <p>Once women know you supply "Frenamine" they will send others to your shop. This is not "advertising talk" but plain fact supported by hundreds of letters constantly received, a great proportion giving names of friends who want to know about this "simply marvellous relief." "Frenamine" does not deaden the nerves, but actually alleviates painful menstruation by relieving the cause of the pain.</p> <p><b>Frenamine</b> <b>FOR MENSTRUAL PAIN</b></p> <p>Write for samples and further particulars which will convince you of the value of obtaining early supplies from your wholesaler.</p> <p><b>FRENAMINE LABORATORIES</b> 99 Clerkenwell Rd., London, E.C.1</p>
	
	
	
	
	
	
	
	
	



**HIMROD'S CURE**  
TO RELIEVE THE  
PAROXYSMS OF  
**ASTHMA**  
AND  
ASTHMATIC  
**HAY FEVER**  
PRICE \$1.25

**Profitable,  
Repeat Business and  
Satisfied Customers**

Standard For Over 60 Years  
**Himrod Manufacturing Co.**  
HOBOKEN, N. J., U. S. A.

—Order From Your Service Jobber—



# BEECHAM'S PILLS

**LARGEST SALE of any PROPRIETARY MEDICINE in the world—PROTECTED PRICES under P.A.T.A. REGULATIONS—LARGE PRESS ADVERTISING CAMPAIGN supported by HOUSE-TO-HOUSE DISTRIBUTIONS—BEST DAILY SELLER—NO BAD STOCK**

*“Worth a Guinea a Box”*

---

# BEECHAM'S POWDERS

**AN EXCELLENT LINE TO STOCK—A LINE THAT IS WELL ADVERTISED IN THE NATIONAL AND WEEKLY PRESS—SELL QUICKLY—EASY TO HANDLE—GIVE GOOD PROFITS**

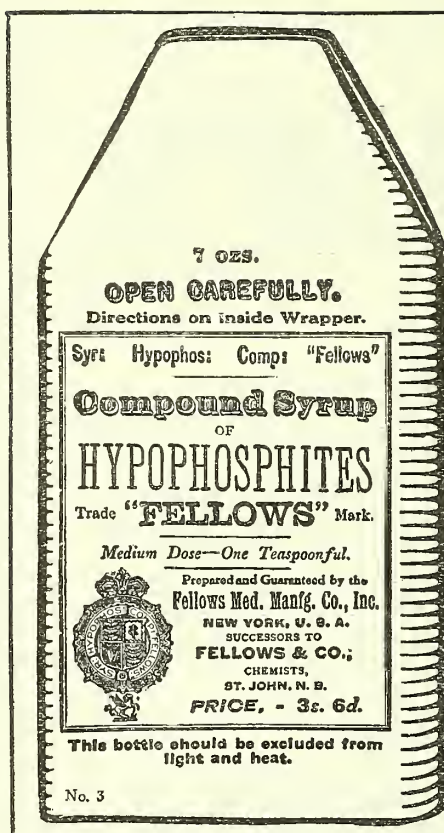
*“Act like Magic”*

---

**YOUR STOCKS SHOULD ALWAYS BE BIG ENOUGH TO MEET EVERY DEMAND. ORDER THROUGH YOUR WHOLESALE OR DIRECT FROM**

**BEECHAM'S PILLS, LIMITED**  
**CHESTER ROAD MANCHESTER**





## COMPOUND SYRUP OF HYPOPHOSPHITES

# "FELLOWS"

TRADE-MARK

Rich in vital mineral salts, including calcium, and two dynamic ingredients, "FELLOWS" gives prompt results.

The good it does is quickly felt.

This explains why chemists always make friends by recommending it.

When a tonic is asked for, or indicated, explain that doctors have prescribed "FELLOWS" for more than sixty years, and that modern medical science approves its formula.

Check your stock today.

Your Wholesaler is ready to execute your order.

## THE GUM from the PINE TREES

# ZAMO

(REGISTERED)

## THE SCIENTIFIC FRAGRANT DISINFECTANT

ZAMO DESTROYS EVERY  
FORM OF DISEASE GERMS  
AND INSECT LIFE

DOCTORS and NURSES  
DESCRIBE THE PINE  
FRAGRANCE OF ZAMO  
AS DELIGHTFUL

3d. Size	- - -	2/- doz.
6d. "	- - -	4/- "
1/- "	- - -	8/- "

ZAMO is Non-Poisonous

### DURING MAY

A BONUS of  $\frac{1}{4}$ -dozen eleven inch  
Nickel-plated Bottle SPRAYERS  
and a liberal supply of free samples  
of ZAMO with order for 20/-

**ZAMO MFG. CO.**

NEWINGTON GREEN, LONDON, N.16

## QUICK SALES SUBSTANTIAL PROFITS



Snowfire Cream—always in demand, always making new friends, is a profitable line to handle. Women everywhere are recommending it one to another. Their enthusiasm means repeat orders and extra profits for you. Get in good stocks now.

Manufactured by F. W. Hampshire & Co. (1927) Ltd., Sunnydale Works, Derby.

Handbag  
containers 3d.  
Dainty 6d.  
tubes. Retail.

# Snowfire CREAM





# NEW PACKS AND BIGGER PROFITS

NEW P.A.T.A. PRICES

## 7 $\frac{1}{2}$ d. SIZE (4 powders)

Quantities under 1 dozen boxes	5/- per dozen
Minimum 1 dozen boxes -	4/10 per dozen
Minimum 3 dozen boxes -	4/9 per dozen

## 2/9 SIZE (20 powders)

Quantities under $\frac{1}{2}$ dozen boxes	24/- per dozen
Minimum $\frac{1}{2}$ dozen boxes -	23/- per dozen
Minimum 1 dozen boxes -	21/- per dozen

## Boxes of 72 powders

(normal retail value 9/6)

Wholesale 84/- per dozen boxes (7/- each)

---

TRADE ENQUIRIES TO:

J. E. ELLIS, LTD., HORSFORTH, LEEDS



# MASON'S EXTRACT OF HERBS

May we have the pleasure of  
sending you particulars of our  
Window Display Scheme?



**NEWBALL & MASON**  
LIMITED  
NOTTINGHAM

## Are you STOCKING THESE TWO FOODS?

Lacto-Dextrin, a food for changing the intestinal flora, 12 oz. packings, 4/-; 5 lbs. 22/-.—Psylla, intestinal vegetable lubricant, 10 oz. packings 4/-; 5 lbs. 24/-.—Both these foods are being regularly advertised to the Medical Profession throughout the year. Liberal discounts. Order through your wholesaler or write direct to:

Wholesale & Distributing Agents for United Kingdom & Irish Free State

**COATES &  
COOPER, LTD.**

41 GREAT TOWER ST.,  
LONDON, E.C.3.



Products of the  
BATTLE CREEK  
FOOD CO.,  
Michigan, U.S.A.

## OLIVE OIL

in barrels or tins. We can quote to  
best advantage. Enquiries solicited.

PHONE: ROYAL 1754 & 2929.

TELEGRAMS: "CHOICENESS, BILGATE, LONDON"

Genuine Pure Provence  
and B.P. Grades—

**John F. Seyfried & Sons, Ltd.**  
71, EASTCHEAP, LONDON, E.C.3

ESTAB. 1842

## HENRY'S CALCINED MAGNESIA

Continues to be prepared with scrupulous care in the greatest chemical purity by  
**Messrs THOMAS & WILLIAM HENRY, 11 East Street, St. Peter's, Manchester.**  
And is sold in Bottles, authenticated by a stamp bearing their name. Trade Mark, Henry's Calcined Magnesia.  
New York: Messrs. SCHIEFFELIN & CO., William Street. PRICE 2s 9d. Paris: Messrs. ROBERTS & CO., Rue de la Paix.

Season—1931



Agent for Scotland:  
**ANDREW STEVEN,**  
7 York Street, Glasgow.

## COD LIVER OIL

**GUARANTEED GENUINE. FINEST PURE LOFOTEN.**

Manufacturers:

**BRØDR. AARSÆTHER A/S, Aalesund, Norway.**

LARGEST MANUFACTURERS OF COD LIVER OIL IN NORWAY.

**SPECIALITY—Cattle and Poultry Feeding Oils.**

Stocks always held in London.

In 25-gallon tin-lined barrels.

SOLE AGENTS  
FOR U.K.:

**FREUDENTHEIL, SMITH & CO.**

Tel. Add.: "FREUDENRUF," 21 Mincing Lane, LONDON, E.C.3. Tel.: ROYAL 6600.

Codes used: ABC, 4th and 5th Edit., Bentley's, and Private.



POPULAR



RELIABLE

## The Old Salt

*packed*

In a New Tin at  
Reduced Prices



## "UCAL" HEALTH SALT

Competitive,  
Profitable,  
Has Public confidence

### NOTE NEW TERMS:

7½d. size	-	4/6 doz.
6 doz.	-	4/- "
Gross	-	3/9 "
1/- size	-	8/- doz.
3 doz.	-	7/6 "

Send us your orders early and ensure a  
profitable and successful Springtime.

## "UCAL"

CHELTENHAM.

Phone 3021

LONDON, Keith Grove. W.12. Shepherds Bush 3437





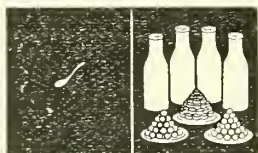
National Committee for  
Promoting the Consump-  
tion of Norwegian Cod  
Liver Oil, Bergen, Norway.

To combat wasting diseases; to accelerate the process of convalescence; to maintain health: Norwegian cod liver oil is a sure and trusted ally which no doctor can afford to disregard.

Thanks to its prolific content of vitamins A and D, Norwegian cod liver oil is a strong adjuvant in the fight against micro-organisms that cause colds, pneumonia, bronchitis, diarrhoea and rickets. It has been found of the greatest value in restoring to health arrested cases of tuberculosis. It also helps to maintain a healthy skin action.

There is no efficient substitute for cod liver oil.

Every barrel of the world-known Norwegian Cod Liver Oil exported, is under control of the Norwegian Government.



A TEASPOONFUL OF NORWEGIAN  
COD LIVER OIL CONTAINS MORE  
VITAMINS THAN ALL THE BUTTER  
AND MILK ANY INDIVIDUAL CAN  
EAT AND DRINK IN A DAY.

# NORWEGIAN COD LIVER OIL

# Casein

for Invalid Foods &  
Pharmaceutical Purposes

Guesdon & Co.,

WIRES: "NODSEUG  
TOOLEY  
LONDON."  
PHONE: HOP 2578

17, Tooley Street,  
London, S.E.1.

SHOWS OVER 33% PROFIT.

**4 1/2<sup>D</sup> per tin. HOLIDAY'S 4 1/2<sup>D</sup> per tin.**  
**GINGER BEER CRYSTALS**

ONE TIN MAKES TWO GALLONS OF

**Sparkling Home-Brewed Ginger Beer**  
NO BOILING OR STRAINING REQUIRED.

36/- per gross, nett. Carriage Paid. Packages Free.  
3 doz. sample lot, post paid, 10/-. Advertising & Show Matter

SOLE MANUFACTURERS:

**HOLIDAY & CO, LTD., City Mills, Durham.**

# DRIED MILK

Large buyers of Full Cream, Half Cream, Separated, Milk Sugar, Whey Powder, Soluble Milk Casein, are invited to apply for samples and quotations, stating probable requirements. Eight Creameries in Dorset, Somerset and Wilts.

PRIDEAUX'S LTD., MOTCOMBE, SHAFTESBURY, DORSET

# "VITAMIN TESTED YEAST"

*Yeast specially prepared for medicinal purposes.*

GUARANTEED ABSOLUTELY PURE.

**MIDGLEY & PARKINSON LTD.,**  
WARREN WORKS, PUDSEY, LEEDS.

**ERGOAPIOL**  
(Smith)

Protective Mark  
Patented in U.S. and  
Foreign Countries

Ergoapiol (Smith) is identified by the letters "M. H. S." raised in the gelatin on the inside of each capsule—thus



Capsule cut in half thru the seam, showing initials.



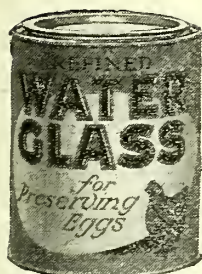
Capsule intact, showing no mark objectionable to the physician.

[ Ergoapiol (Smith) is to be had only in packages of twenty capsules each—never supplied in bulk or other form. ]

MARTIN H. SMITH CO., New York, N. Y., U. S. A.



# GOODALL'S *Waterglass*



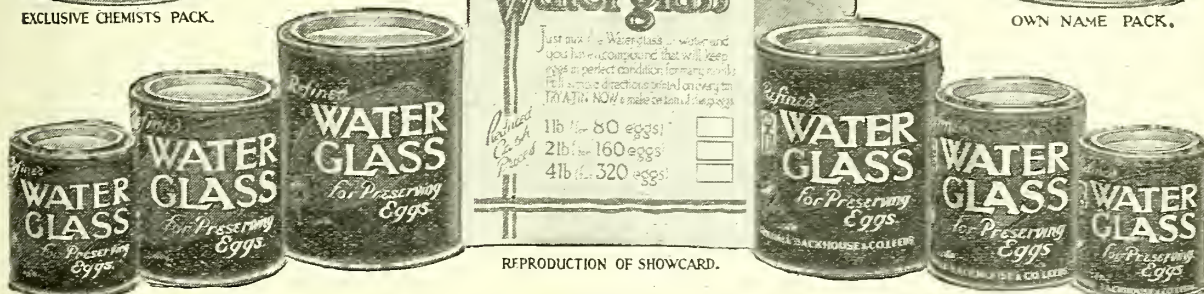
EXCLUSIVE CHEMISTS PACK.



REPRODUCTION OF SHOWCARD.



OWN NAME PACK.



If you wish, and will allow us to help you with our packs, our quality, our advertising material and our prices, we can make Waterglass a highly profitable early Spring line for you.

Each year, as our own sales prove, Waterglass becomes more and more a National need—it offers your customers Winter eggs at Summer prices and so each year more and more housewives are using it. Whether they buy from you depends upon yourself. If you have our pack, our advertising material and offer those low prices at which our quotations enable you to make a profit, you will get your share—and more—of the trade.

The illustrations give you part of the reason for our sales—there are no packs superior to ours—and we can assure you also that our prices are equally attractive. So why not adopt our suggestion—let us send you specimens of the packs and give you our contract prices for a typical year's sales?

## GOODALL'S—the great name in Waterglass.

To-day we believe ourselves to be the biggest all-British packers in the country.

# let GOODALL'S

GOODALL, BACKHOUSE & CO., LEEDS.

# quote.



**PRICES  
REDUCED**

# Watersprite FACE CLOTHS

MADE IN ENGLAND

**NOW ALSO MADE  
DOUBLE FACED**



ILLUSTRATION  
OF  
DISPLAY CARTON

## WHITE, WITH COLOURED BORDERS

Overlocked Assorted Colours	..	G220	3/6	G230	4/- per doz.
" " and Cross-stitched	..	G221	4/-	G231	4/6 "
Shell-stitched Assorted Colours	..	G222	4/9	G232	5/3 "
" " and Cross-stitched	..	G223	5/-	G233	5/6 "

## COLOURED, WITH COLOURED BORDERS

Overlocked Assorted Colours and Cross-stitched	G224	4/9	G234	5/6 "
Shell-stitched " " " "	G225	5/6	G235	6/- "

## SPECIAL ASSORTMENTS

Cartons, containing 4 each, 6 styles, Single Faced	G226	9/2	—	per carton
" " 6 " G220, 222, 223, 224	G227	9/-	—	"
Cartons, containing 3 each, 6 styles, Double Faced	G236	7/8	"	"
" " 6 " G230, 232, 235	G237	7/8	"	"

# SOLPORT

BROTHERS LIMITED

FROM ALL  
WHOLESALE

184-192 GOSWELL ROAD, LONDON, E.C.1.

**REPEAT ORDERS** EVERY POST

for the  
**LOCARNO** MEDICATED  
TOILET  
ROLL

**WHY!!!**

BECAUSE it is ONLY OBTAINABLE  
FROM THE CHEMIST

CONTAINS  
650 SHEETS  
PURE WHITE  
SULPHITE  
PAPER.

12 oz. ROLLS.

**COSTS**  
**3<sup>d</sup>.**  
**SELLS at**  
**6<sup>d</sup>.**

FREE  
DELIVERY.  
PACKED IN  
CARTONS.  
SAMPLE  
ROLL FREE.

Sole Manufacturers:

**J. RUTHERFORD & Co.**  
LIMITED

VICTORIA PAPER MILLS  
VICTORIA ROAD  
HOLLOWAY, LONDON, N.7

Contractors to H.M. Government.

*De Luxe*  
**ART. SILK  
BANDAGES**

*"Crêpsyl"* (WOVEN CRÊPE)  
Dainty and ideal for  
understocking wear.

BANDAGES—widths 2in. to 4in. 1/8 to 3/4 ea.  
BINDER—widths 4in. to 15in. 3/4 to 12/6 ea.

**Beware of imitations and copies.**

There is only one Crêpsyl Bandage, and  
only one Silwick. Passing off is illegal.

*"Silwick"* (WOVEN STOCKINETTE)  
Ideal for Varicose Veins.  
Bandages 2/- to 4/- ea.  
Binders 4/- to 15/- ea.

ALL BINDERS REINFORCED TO PREVENT  
SAGGING. SAMPLE CUTTINGS FROM MAKERS.

**H. W. LAKE LTD.**  
6 & 7 C.D. Redcross Street  
LONDON, E.C.1



# TWO LEADING LINES

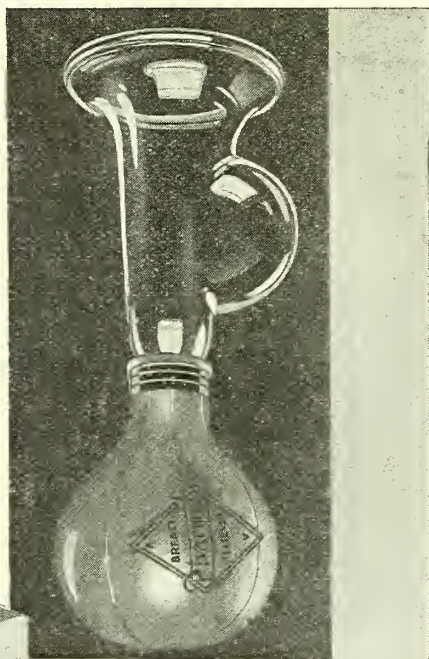
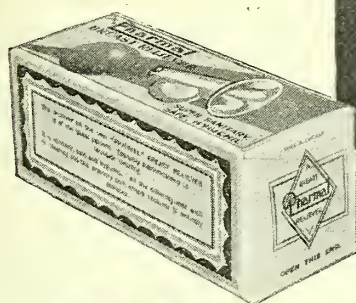
"PHARMAL" BREAST RELIEVER & "NU-LEDA" TEAT

The design of the "Pharmal" Breast Reliever enables the glass receiver to be reached with ease by the finger or a cloth. Perfect cleaning is assured, so making the "Pharmal" the safest, most sanitary and hygienic breast reliever on the market. In 2 oz. size only.

## Prices :

Wholesale - 28/- per doz.  
(Boxed complete)

Minimum Retail  
Selling Price - 3/6 each  
(Boxed complete)



## BOTH LINES ON P.A.T.A.

Obtainable through  
all Wholesale Houses

# Pharmal

BREAST RELIEVER

THE LEYLAND & BIRMINGHAM RUBBER  
CO. LTD.

Grand Buildings, Trafalgar Square, LONDON, W.C.2  
Factories - - Leyland, Glasgow, Mitcham, Preston, Dublin

## NU-LEDA TEAT

To give it twice the strength and twice the grip the "Nu-Leda" teat embodies two principles of teat construction. First it is reinforced on the well-known band method, and secondly, it is rolled. Made from purest rubber, sterilisable and easily cleaned, the "Nu-Leda" is ribbed inside to prevent sticking of sides and to assist in cleaning.

Packed in hygienic carton  
ready for use.

## Prices:

Wholesale 26/- Grs. (over 3 doz.)

" 28/- " (under 3 doz.)  
(Boxed complete)

Minimum Retail  
Selling Price - 3/6 each.  
(Boxed complete)





**Best sellers**

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-  
**GUARANTEED TO STAY ACCURATE**  
**CONSISTENTLY ADVERTISED**

*Made by*  
**ZEAL**

*-the name the public knows.*

**G. H. ZEAL, LTD.,**  
75 & 77, St. John St., London, E.C.1.



**HAVE YOU ENTERED FOR THIS  
WINDOW-DRESSING COMPETITION ?  
WIN £10, and NEW TRADE, TOO**

Your trade is what you make it, and good window display is vital in these competitive days. Make your windows work for you with the help of VICTACREPE. Capture the wandering glance, get people to look often at your wares, then your Sales must go up.

You can create the most effective and striking displays rapidly, easily at a very small cost by using VICTACREPE and your own good taste and ingenuity. Nothing could repay you better than care in making your window attractive.

With the view of bringing to the notice of Chemists and Druggists the outstanding advantages of VICTACREPE as a display material we have organised a Window Dressing Competition. The conditions are simple. You can display any manufacturers' products you wish. Then send us a photograph of your window display using VICTACREPE for your Background and Colour Scheme. For the best displays we offer the following prizes:-

**PRIZES: 1st, £10; 2nd, £4; 3rd, £2**

Mark on the back of photograph the Colours used in making the display, also name and address of the stationer who supplied you with VICTACREPE. Size and quality of the photograph will not influence the Awards.

All entries to be addressed as below, and posted so as to arrive not later than JUNE 30, 1931. Acceptance of our decision as final is a condition of entry.

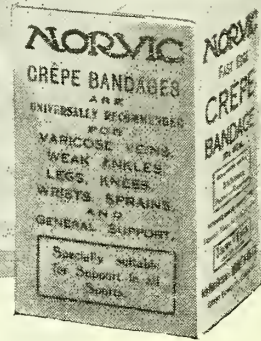
Our booklet "Let Colour Sell Your Goods" shows many fine examples of displays made in VICTACREPE and gives practical hints on how to use it. A copy will gladly be sent you Free on request. VICTACREPE CAN BE PURCHASED FROM ALL PROGRESSIVE STATIONERS. IT COSTS 6d. per fold—is made in 56 Colours and Gold and Silver and is a BRITISH product.

**CLOSING DATE, JUNE 30, 1931**

**VICTACREPE**

VICTACREPE LTD., COMPETITION DEPT.,  
6 GRAY'S INN ROAD, LONDON, W.C.1

**DISPLAY**  
**NORVIC**  
(Regd.)  
**BLUE** **CARTON**  
**CRÊPE** **BANDAGES**



**P.A.T.A. Prices**

	2"	2½"	3"	3½"	4"	dozen
Cost	12/-	15/3	18/3	21/3	24/3	
Sell	1/6	1/11	2/3	2/8	3/-	each

**Stocked by all the leading wholesalers**  
Sole Manufacturers:  
Grout & Co., Ltd., 35 Wood Street, E.C.2

**The "EVERSAFE"**

PATENTED EVERYWHERE

**BABY  
PACIFIER**

WITH THE NEW  
**COUPLING** and

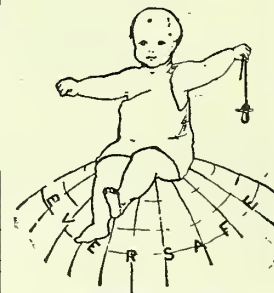
**REDUCED  
PRICES**

HAS SECURED  
SALES BEYOND  
ALL PREVIOUS  
RECORDS.

THE ONLY  
PACIFIER WITH  
INDIVIDUAL  
WARRANTY.

**All over the World**

They are Acclaimed  
the Favourite of  
**HIS MAJESTY THE BABY**



**REDUCED RATES—**

No. 2. 3½d. size 2/1 doz.  
No. 2c. 4½d. " 2/8½ " "  
No. 3. 6d. " 3/- " "

Sample Order, 3 dozen  
assorted, sent 7/9 post free.

Obtainable from all Wholesalers  
or direct from Patentees.

**ORDER YOUR  
STOCK AT ONCE.  
GOOD PROFITS  
ASSURED YOU.**

**F. SCHUTZE & CO. Ltd.**  
**BLACK BULL WORKS, LONDON, N.7**



**2 OF THE BIGGEST  
SELLERS IN LIVERPOOL**

Why NOT other places ?

**"CLEAR CORN"**

P.F. 102.

Corn and Wart Remover.

RETAIL 7½D.

Per doz. 4/6, bonus of 3 with 3 doz.  
minimum. Carriage paid. Free  
packages. Display material.**"KOF-OH" WONDER  
OINTMENT**

TERMS :

Per gross 30/-, less 10%

,, ½ gross, 30/-, less 5%

,, ¼ " " " 2½%

Nett cash 30 days, packages free, carriage paid.

Order direct or through your wholesaler.

**KOF-OH CO., LTD.**

Manufacturing Chemists, Everton, Liverpool

**PERKEN, SON  
& CO., LTD.**

Established 1852.

Contractors to H.M.  
Government.THE  
**"MATER"**  
CLINICAL  
REGD.ALL  
TYPES  
OF  
CLINICAL  
AND OTHER  
THERMOMETERS

Price List on Application.

94 HATTON GARDEN,  
LONDON, E.C.1Telephone : 0724 Holborn.  
Telegrams : "Optimus, Smith, London."**J. H. HAYWOOD, Ltd. CASTLE GATE NOTTINGHAM**

Tele. : "Appliance Nottingham." Established 1833. Telephone : 40488 Nottm.

**SURGICAL APPLIANCE MANUFACTURERS.****SPECIALITIES FOR SUMMER.**

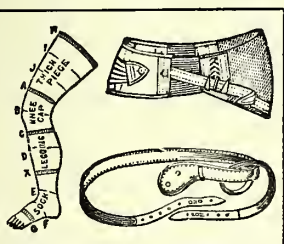
Elastic Hosiery, with or without seams, suitable for Summer wear.

Trusses, Spring and Elastic, Suspensory Bandages, Abdominal Belts, made from  
porous materials.

Elastic and Leather Supports, for Cricket, Tennis, Golf and Boating.

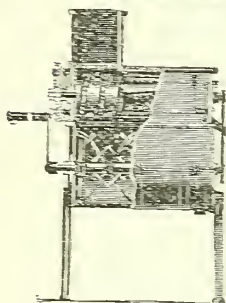
Goods for Toilet and Seaside trade.

India Rubber Appliances, Nursing Requisites, Druggists' Sundries, etc.

**Advertising  
Balloons**A VERY EFFECTIVE  
FORM OF ADVT.  
SPECIAL DESIGNS  
SUBMITTED.SQUEAKERS,  
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SWANS, BIRDS,  
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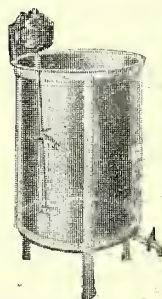
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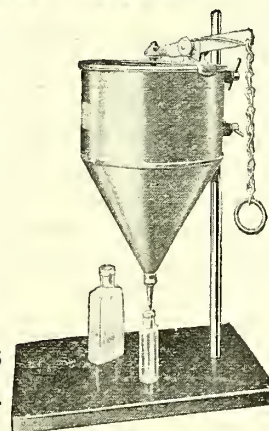
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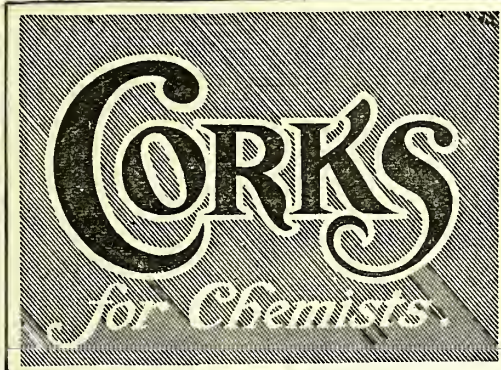
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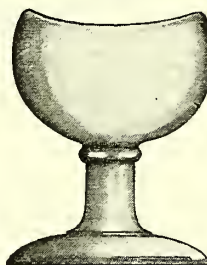
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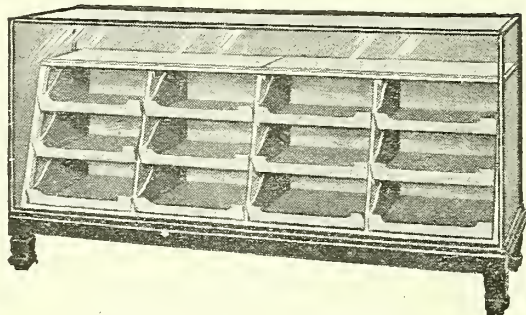
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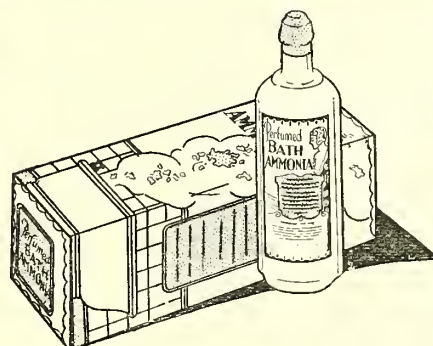
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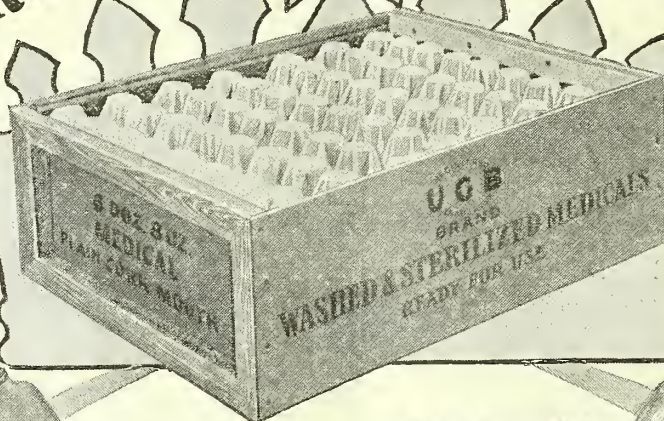
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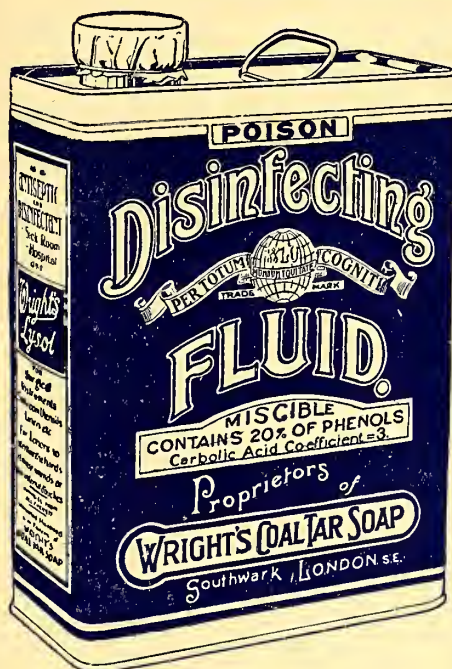
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2.—NORFOLK.—Old-established Business, in busy market town; returns exceed £2,300; good profits; large shop and house; rent £80 on lease; heavily stocked; price £1,500; worth attention.

3.—ESSEX (Near Coast).—Light Country Retail, in central position of growing town; returns £1,640; books audited; modern pharmacy, with small house; fully stocked; price £900, or near offer.

4.—TEESIDE.—Light Cash Retail and Photographic; returns £1,650; net profit £325; large shop, with house attached; price £1,000, or £100 plus valuation of stock and fixtures.

5.—WESTCLIFF-ON-SEA.—Middle-class Retail, in main road position; returns £1,350; audited books; corner shop, well fitted and stocked; price £700; little more than valuation.

6.—HANTS.—Unopposed light Country Retail, in growing district; returns £18 weekly; net profit third; modern shop and house; price only £450.

7.—WEST MIDDLESEX.—Middle-class Light Family Retail, in growing district; returns £30 weekly; Modern pharmacy and nice flat over, garage, etc.; price only £800.

8.—YORKS (W. Riding).—Light Cash Retail, with Kodak Agency and good Panel; returns about £2,000; net profit £700; audited figures; low rent; good stock; price £1,550.

9.—BAKER STREET STATION (Near).—Good-class Dispensing and Retail; turnover £2,200, increasing; excellent profits; long lease; well stocked; price £1,350; worth attention.

10.—NORTH LONDON.—Sound Cash Retail, in main road position; returns £1,300; good Panel; net profit £450; low rent; house attached; price £850; recommended.

11.—LONDON, S.E.—Busy main road; returns £2,000; net profit £420; large shop and house; stock and fixtures worth £700 to £800; price £1,000.

12.—BARKING.—Cash Retail, with N.H.I. and Kodak Agency; returns over £1,300; net profit over £400; low rent; nice house; price £700; freehold £675.

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(C1) WARWICKSHIRE TOWN.—High-class retail and dispensing business with property, available for disposal on account of health reasons; turnover £50 to £60 weekly; N.H.I. dispensing (approximately 5,000 scripts per annum), and large private prescribing; living accommodation available; under present ownership for over 20 years.

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(C3) NORTH MIDLANDS.—Good class retail and dispensing business with large N.H.I. connection; turnover, £4,000 with scope for increase; rent, £70 on lease; confidential particulars will be supplied to bona fide applicants.

(C4) NORFOLK (SEASIDE RESORT).—High-class pharmacy with turnover of approximately £3,400 per annum; rent, £75, rising to £80; good lease; further particulars on application.

(C5) YORKSHIRE.—Unopposed pharmacy in populous suburb of progressive town; present takings exceed £40 weekly; quick counter trade; good percentage profits; N.H.I. (approximately 500 scripts monthly); inclusive rental, £69 per annum; living accommodation if desired; auditor's figures available.

(C6) NEW BRIGHTON.—Retail business with good photographic trade; turnover approximately £20 weekly; rent, £67 10s.; scope for increase.

(C7) WILTSHIRE.—Established business for disposal owing to illness of proprietor; turnover approximately £30 weekly; inclusive rental, £57; living accommodation; purchase price approximately £900.

(C8) YORKSHIRE (NORTH-EAST).—Retail and dispensing business with average returns of approximately £1,850 per annum; high percentage profits; rent, £110 on lease; good living accommodation.

(C9) CENTRAL SCOTLAND.—Retail and dispensing business doing about £25 weekly under management; excellent scope; rent, £46; reasonable purchase price; owner selling on account of other interests.

(C10) WESTERN COUNTY.—Unopposed pharmacy showing good returns and profits; turnover for 1930 approximately £1,230; inclusive rental, £36 per annum; good lease; no unemployment in district; low purchase price for quick sale.

(C11) SOUTH STAFFS.—Unopposed pharmacy situated near to four medical practitioners; financial soundness proved by accountant's figures; owner must sell owing to illness; splendid opportunity for beginner.

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## BUSINESSES FOR DISPOSAL.

1.—WALLASEY, CHESHIRE.—Twenty years' established Business for Sale, owing to death of proprietor consisting of shop, dwelling house (comprising two reception rooms, kitchen, scullery, five bedrooms and stock rooms), situate in very populous residential district; good lease can be arranged at reasonable rent.—Further particulars on application.

2.—LONDON, N.W.1.—Old-established light retail Business for quick disposal; lease four years, with option of renewal; rent £83 per annum; let off £71 10s.; return about £900 per annum.—Further particulars on application (52).

3.—MIDDLESBROUGH.—Old-established Business situate in main busy thoroughfare, premises, occupying corner site, consist of ground floor shop, basement and large store rooms on first and second floors. Four hands kept. Returns have averaged £100 per week, but at present are £60. Lease, till May, 1932, will be extended at a rental of £250 per annum. Rates £164.—Further particulars on application (57).

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Sound businesses required, returning £2,000

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## BUSINESSES WANTED.

CHEMIST'S and/or Dispensing Business required, London area. Write details, Box CD/694, Rays, Cecil Court, W.C.2.

IN London, Suburb, or South Coast; turnover about £2,000. State particulars. 152/10, Office of this Paper.

LONDON, E.—Drug Store or neglected Chemist's Business required; working-class; returns £12 to £15 per week; capable of increase; leasehold. Price and particulars (in confidence) to "Vega," 152/19, Office of this Paper.

SOUTHERN COUNTIES.—Good-class Business required, with or without living accommodation; turnover £2,000 and upwards, but smaller proposition considered if definitely capable of increase; immediate cash transaction for suitable concern; bankers' references can be supplied if necessary before any information is divulged. 186/614, Office of this Paper.



## BUSINESSES FOR DISPOSAL.

**BIRMINGHAM.**—General Cash Retail trade, good Photographic; well-fitted double-fronted shop, held on lease at £30 per annum; turnover of over £1,200, above average profit; the vendor, having other interest, is leaving the trade; good clean stock of over £400; price asked £800, all in. 154/14, Office of this Paper.

### BLACKPOOL. A UNIQUE OPPORTUNITY.

**FINE** up-to-date CASH CHEMIST'S BUSINESS, lock-up, situated corner position in densely populated district; fine opportunity for a beginner; firm developing returns about £150 per annum net; takings approximately £20 weekly; accept £200 for quick sale; s.a.v., about £450; rent £91 per annum clear of rates.

PACKERS', 174 PROMENADE, BLACKPOOL.

**CENTRAL MIDLANDS.**—Opportunity to acquire two established and good profit-earning Businesses, well situated in important Midland city; turnovers approximately £2,500 and £2,000 respectively; progress proved by accountant's figures; can be sold separately if necessary; living accommodation available in both instances; valuation of stock and fixtures, plus agreed sum for goodwill. Full particulars to bona-fide applicants. 186/615, Office of this Paper.

**EAST LONDON.**—Working-class Business, showing net profit of £500 per annum; 14 years' lease at ground rent of £7 per annum; house sub-let; first offer of £1,000 secures business and property. 186/617, Office of this Paper.

**EAST LONDON.**—Old-established Chemist's Business in main road position; turnover about £4,000 per annum; shop and upper part of five rooms and bath; warehouse at rear; lease 17 years; rent £180 per annum; reasonable price for goodwill, lease and stock. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1.

**HAMPSHIRE (Near Sea).**—Recently established Pharmacy for Disposal, for private family reasons only; all cash trade; Kodak Agency; turnover £20 per week; moderate rent; very low rates; nice house, garden and garage; good opening or Optics; price £450 for the business; about value of stock and fixtures. 154/6, Office of this Paper.

**LEDS.**—Recently-established high-class shop; good fittings and complete stock; increasing turnover; Kodak; excellent prospects; fast-growing district; fixtures £350; stock at valuation. 155/5, Office of this Paper.

**LIVERPOOL.**—Old-established Chemist's Business, on main road; turnover £1,099 4s. 9d.; house above shop sub-let at 29s. per week; rent of shop and house 25s.; large Panel; good profits; price, fitting, fixtures, stock, goodwill, £750, or near offer. "Ranger," 83c Upper Parliament Street, Liverpool.

**LONDON (Enfield).**—Main road, double-fronted Pharmacy; beautifully fitted and roomy; £20 weekly, increasing; stock and fixtures value, approximately £400; every investigation offered to genuine buyer; owner purchasing wholesale business; rent £52, inclusive; long lease, as required; N.H.I., Kodak and profitable Medical connection; genuine opportunity; £450 cash; no offers. 151/21, Office of this Paper.

**LONDON (main road).**—Good-class Retail Family Business; Kodak; large double-fronted shop; turnover £1,800; net profit £400; long lease; price £150; stock and fixtures at valuation; must sell quickly owing to ill-health; only principals with cash and ready to take over immediately entertained. 152/7, Office of this Paper.

**LONDON, E. (close to E.C.).**—Main road, unique position, up-to-date Pharmacy for disposal; new front and fittings; excellent living accommodation; newly decorated; N.H.I.; Kodak Agency; long lease; rent £150; takings £30 weekly; splendid opportunity for Chemist-Optician; ill-health only reason for selling. P.C.B. 48/19, Office of this Paper.

**LONDON, N.**—Old-established Retail Business, in nice residential district; present proprietor 26 years; returns £1,400; double-fronted shop and excellent eight-roomed house; 21 years' lease at £150 per annum; price £1,000 net cash. 154/13, Office of this Paper.

**LONDON, S.E.**—Lock-up Shop in thickly populated area; takings at present £23 per week, increasing; plenty of scope for further increase; rent £68; sub-let £75; 12½ years' lease, renewable; stock £300; price £550. 154/33, Office of this Paper.

**MANCHESTER.**—Drug and Toilet; Optician calls weekly; needs qualified Chemist; pharmacy owners will cut their loss, and sell at bare value stock and fixtures, all new this year, £150; D. & P. just starting; M.P.S. would treble quickly, as it's main road position. Details from A. B. Slack, Accountant, 129 Stretford Road, Manchester.

**MANCHESTER.**—Well-established Business, busy working-class district; main road; turnover £2,100; well stocked and fitted; low rent and rates; price £1,400, or near offer; accounts audited. 154/35, Office of this Paper.

**MIDDLESEX.**—Good-class residential type of Business, with Kodak Agency; returns between £3,000 and £3,500, with gross profit £1,200; good position in terrace of multiple shops; six-roomed house; new lease will be granted; price £1,100, premium and value of stock and fittings; principals only. 186/618, Office of this Paper.

**MIDLANDS.**—Old-established General Retail and Dispensing Business in large, populous village, for immediate Disposal, owner retiring; returns nearly £1,800, plus over £300 N.H.I.; shop is nicely fitted and well stocked; price valuation terms and goodwill. 154/12, Office of this Paper.

**NOTTS.**—General Retail Business, with N.H.I.; fine position; double-front lock-up; weekly average returns £37; new fittings and stock, about £750, plus agreed sum for goodwill; long lease, £65; splendid opportunity and scope for young man; good reason for disposal. 154/25, Office of this Paper.

**SOUTH COAST (Seaport Town).**—Chemist's Business; capable of great increase under personal supervision; now under management; at present taking over £20 per week; valuable long lease; low rent; stock and fixtures value approximately £800; price asked £1,000; large part might remain. Preston & Partners, Valuers, 29 Ludgate Hill, E.C.

**SUTTON.**—Newly-opened Pharmacy in growing neighbourhood; no opposition; good prospects; large, double-fronted, lock-up shop, nicely fitted, adequately stocked; Kodak Agency; owner obliged to sell through illness; lease ½ years at low inclusive rental; fixtures £100, stock £300, price £400. Apply 152/4, Office of this Paper.

**WEST WALES.**—Old-established General Retail and Prescribing Business; Wines and Spirits; Kodak and Gilbey's Agencies; slight Optics (big scope for qualified optician); prominent corner position on main coast road; long lease; reputable own Proprietaries with big possibilities; price about £1,200, or offer. 152/1, Office of this Paper.

**GENUINE** Country Pharmacy, central High Street position of busy little town in populated and growing district; modern, well-fitted double-fronted shop and dwelling-house; £300 premium for goodwill and 21 years' lease at £112 per annum, exclusive; turnover £1,640; stock and fittings at valuation; every investigation of certified accounts. Particulars, Sorrells, 40 Clarence Street, Southend-on-Sea.

**GENUINE** Pharmacy; North London; beautifully fitted and stocked; rent £1 inclusive; lease as required; Dispensing, Photographic, N.H.I.; the value of stock and fixtures is £400; terms of purchase, cash £245 and purchaser to take over existing items due to suppliers (approximately £150), which can be paid by small monthly payments, also £5 monthly to owner for ten months; takings average £19 after nine months, steadily increasing; owner entering manufacturing business; every investigation; references required. 153/14, Office of this Paper.

**£250** will Purchase sound Business in West of England city; returns £800-£850, at good profits; sound reasons for disposal. Full particulars on application. 155/6, Office of this Paper.

**£1,000** OR less by arrangement will secure good-class Business in North London doing over £2,000; can do £3,000 in normal times; splendid opening for a Pharmacist with small capital. P.C.B. 48/12, Office of this Paper.

## PARTNERSHIPS.

**QUALIFIED** Chemist sought to join new company as Director, also Manager of shop building in new suburb, Liverpool, ready about September. Send full particulars, experience, age, amount capital able to invest, etc., by letter, to H. Green, "Darley Dale," Broad Green, Liverpool.

**QUALIFIED** Chemist, 45, varied experience, desires Partnership in Light Retail business; moderate capital. Full particulars in confidence to 153/37, Office of this Paper.



## AGENCIES.

**A**MERICAN Importer, now representing two leading English manufacturers of Toilet Articles, will consider one or two additional first-class Toilet Lines; national sales organisation over the whole of the United States with branch offices in the leading centres; can handle retail and wholesale distribution. Write 186/603, Office of this Paper.

**L**ITHOGRAPHIC PRINTING. — Advertisers, lithographic printers, capable of first-class quality colour printing, are prepared to appoint Agents on liberal commission terms; applicants must possess a solid connection amongst buyers of Lithographed Box Tops, Labels, Showcards, etc. Give fullest particulars of ground worked and general experience in first letter to Stonehouse Bros., Ltd., Goodwin Mills, Bridge Street, Long Eaton, Nottingham.

**N**ORTHERN IRELAND. — Agent, having live and solvent connection and doing business with best buyers, is open to consider further Agency; covers the above territory regularly by own car; only reliable goods considered. 153/4, Office of this Paper.

**S**OLE Buying Agents required in various Continental countries, such as Holland, Belgium, Italy, Norway, etc., to take over well-established connections in Kraska Nail Polish and allied Manicure Specialities; only firms of repute and possessing efficient sales organisations covering Perfumers, Beauty Salons, Hairdressers, etc., will be considered. Full particulars to The Kraska Co., Ltd., 65 Portobello Road, London, W.11.

## PREMISES TO LET.

**B**EDFORD. — Business Premises to be Let on lease in centre of town; corner site; 20 ft. frontage, 70 ft. return; double gate entrance to yard; excellent accommodation over for storage or offices; moderate rent. For full particulars apply to Sole Agents, McConnells, Auctioneers, 20 Mill Street, Bedford.

## PREMISES FOR SALE.

**F**OR Sale, imposing corner Premises with large window display frontage and dwelling-house; all modern fixtures and fittings; price £2,500, or near offer considered, or lease offered to suitable tenant. 448 Becontree Avenue, Chadwell Heath, Essex.

## SALES BY AUCTION

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SALE ROOMS: 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.

A COMPLETE RANGE OF MAHOGANY CHEMISTS' FITTINGS, comprising 10ft. Drug Run, 10ft. Wall Showcase, 8ft. Wall Showcase, 8ft. Glass-fronted Counter, 5ft. Dispensing Screen, several Silent Salesmen, and a variety of other Showcases and Display Fittings, Mirrors, Glass Shelves, Office Furniture, Safes, Steel Filing Cabinets, etc.

**B.** NORMAN & SON will Sell by Auction, at their Sale Rooms, as above, Thursday Next at One o'clock. On View Day Prior. Catalogues on application. Telephone: National 6463.

## APPRENTICE.

**C**HEMIST, N.W. London (Middlesex), has vacancy for an Apprentice shortly; thorough training and personal tuition given; must have passed school leaving examination or equivalent. Apply 152/18, Office of this Paper.

## SITUATIONS OPEN.

### RETAIL (HOME).

**B**IRMINGHAM. — Qualified Dispenser required; would suit lady or elderly man requiring light job with short hours. Please state salary (must be low) and give usual particulars to 152/11, Office of this Paper.

**B**RIGHTON. — Young, qualified Assistant (male) wanted to Locum duty, commencing June 8; must have good Retail experience and knowledge of Photography. State full particulars and enclose photo (to be returned). Edgar Jones, Pharmaceutica Chemist, 94 Preston Drive, Brighton.

**B**RIGHTON. — Lady required (qualified) to manage pharmacy good prospects to right person. Apply, with photograph 153/24, Office of this Paper.

**C**ROYDON. — Junior Assistant for brisk Retail business; must have served regular apprenticeship and be a quick and reliable Dispenser. State age, height, details of experience and salary required. 153/18, Office of this Paper.

**D**EVON (Seaside). — Qualified Managing Assistant, aged about 30, married, required for good-class Dispensing and General Retail business; must be a business builder and experienced in modern Display and Salesmanship; permanency and good house provided to right man; please give full particulars, with salary required, etc.; interview to be arranged. 154/15, Office of this Paper.

**L**INCOLNSHIRE. — Smart Manager required; able to make good Displays and keen Counterman, also must be used to Agricultural trade, for modern business in market town. State age, experience, salary, and when free, to 153/110, Office of this Paper.

**L**ONDON, S.W.12. — Unqualified male Assistant wanted from May 25 to September 26. Apply, with usual particulars, references, and salary required, to 152/25, Office of this Paper.

**L**ONDON, E.C. — City Pharmacy requires qualified Assistant, about 30; City or West-End experience essential. 153/9, Office of this Paper.

**L**ONDON, E. — Qualified Manager for small branch; working-class trade; must be reliable, accurate Dispenser, pushful in Retail and selling Window-dresser. State age, experience, salary required, etc. Letters only. "Endersley," 7 Forest View, Chingford, E.

**L**ONDON (Western Suburb). — Qualified lady (Minor), young, for June 15; permanent post; must be energetic, reliable, smart, and accustomed to working-class business, with N.H.I. Dispensing and Photographic trade. Please state age, salary required, references, 153/34, Office of this Paper.

**L**ONDON, E. — Qualified Manager required for branch in working-class district; permanency to capable man. Apply, stating age, experience, references, salary required, to 154/30, Office of this Paper.

**L**ONDON, N.W. — Smart, qualified male, good Window-dresser, accurate Dispenser, tactful and courteous Counterman, to manage later a small Light Retail business. Send full particulars, stating when disengaged, to 186/619, Office of this Paper.

**S**HEFFIELD. — Qualified, 25-30, immediately, for Counter; quick cash business; outdoors; no Sunday duty; knowledge Photography essential. Apply (letter only), stating full particulars of experience, age, salary required, when disengaged, and enclose photo. H. G. Williams, 118 The Moor.

**S**USSEX COAST. — J.C.Q.O., with Pharmaceutical experience, capable Refractionist, good Salesman, required at once. Full particulars and photo; temporary or permanent. 152/24, Office of this Paper.

**W**EST RIDING. — Wanted, qualified Assistant (male), good Window-dresser, capable of taking charge, age about 24. Full particulars as to salary, experience, and references in first letter to 151/38, Office of this Paper.

**A**SCOTT'S PHARMACIES, LTD., require qualified man for holiday relief in London, commencing June 29 and ending September 14. Apply, stating age, experience, references, salary required, to Head Office, 48 and 50 Durham Road, N.7.

**D**OCTOR requires qualified Chemist to manage shop in East London district; must invest about £500; excellent prospects for right man. 153/36, Office of this Paper.

**E**LDERLY, qualified man wanted for very light post, without responsibility, in Midland town; easy hours; suit man who has retired, but desires some occupation. State age, references, state of health, and salary required to 151/30, Office of this Paper.

**G**IBBS & GURNELL, Chemists and Opticians, Ryde, I.W., require a competent Assistant with Optical qualification from June 22 to July 31. Please give full particulars in first letter of experience, age, height, salary, and enclose photo, if available.

**J**UNIOR for good-class business, London, N. Give full particulars of salary, experience, etc.; photos returned. Time off for study if required. P.C.B. 48/13, Office of this Paper.



**MANAGER**, qualified, for branch shop in North London, early June, young, good Salesman, Window-dresser; salary £5s., plus commission; good opportunity for right man. Write, giving full particulars, age, height, experience, when available, "Chemist," 340 Harrow Road, London, W.9.

**PHARMACY DEPARTMENT**.—The Civil Service Supply (Strand Store) requires a fully qualified man as Senior Sales and Under-buyer; thorough knowledge of Patent Medicines and Perfumery; capable of organising original displays; modern experience essential. Write in first instance, giving fullest particulars as to age, qualifications, experience, salary expected, etc., to Staff Manager, 136 Queen Victoria Street, E.C.4.

**QUALIFIED** lady or gentleman required for 8 weeks' holiday relief. Full particulars of previous experience, age, salary required, and when disengaged. 39 Montpelier Vale, Blackthorn, S.E.5.

**QUALIFIED** Chemist (either sex) required for small country business at once; must be accurate and reliable Dispenser, so willing worker. Personal application preferred. Apply Raycott's (Bilston), Ltd., 104 Clifton Street, Hurst Hill, near Hutton, Staffs.

**QUALIFIED** male Assistant (25), also unqualified male Junior Improver (19), required. Apply, by letter, with full particulars, The Prosser Roberts Co., 13 Church Street, Amberwell, S.E.

**QUALIFIED** Manager required for Family business in country town of Norfolk; good market; married man with previous experience essential; good house attached. Give details of age, experience, salary, and when at liberty to 153/11, Office of this paper.

**QUALIFIED** Assistant required, North of England; country district; male; single; under 30; commencing salary £4 10s. weekly; state experience and references; required take charge on occasion; send photo. 154/16, Office of this Paper.

**QUALIFIED**, capable Chemist as Dispenser and assist Counter for high-class Pharmacy; man with personality and pleasing manner. Apply, stating experience, references, and salary, to Barron, 77 High Street, Croydon.

**REQUIRED**, qualified Assistant for our Morley branch, accustomed to Insurance Dispensing and quick Counter trade; Yorkshire man preferred. Apply S. A. Sheard, M.P.S., 9 Leeds Road, Harrogate.

**REQUIRED**, Qualified Locum (male) from June till October; salary at the rate of £4 4s. weekly. Apply The Pharmacy, West London Hospital, Hammersmith Road, W.6.

**WANTED**, private company, with two good-class businesses, anxious to increase number of branches in rapidly growing districts, require qualified men with capital to act as Managers with active interest; also man to take charge of Wholesale department. Only sound men need apply, in strict confidence, 63/17, Office of this Paper.

**UNQUALIFIED** Assistant, male, unmarried, under 28, of good appearance and address, capable Salesman, with good general experience, required immediately for a high-class pharmacy in Channel Isles. Enclose copy of references and photo. 143/19, Office of this Paper.

**UNQUALIFIED** male Assistant; good Window-dresser essential; Counter, Photography and Dispensing. Martin, Pharmaceutical Chemist, 77 Norwood Road, Herne Hill, S.E.24.

**WANTED**, qualified Junior, chiefly for Dispensing. State age, height, experience, and salary to Wootton & Webb, Ltd., Luton. Applications not answered in three days respectfully declined.

**WANTED**, experienced, qualified Assistant; one used to N.H.I. Dispensing; good Window-dresser and good Counter Preparer; one capable of managing branch shop; good prospects for right man. Apply, by letter, with full particulars and references, to Lake, 139 Fortess Road, London, N.W.5. (State home No.)

### WHOLESALE.

**ANTON AND SUBURBS**.—Gentleman, with good connection among Chemists and Stores, all districts, required to carry profitable new line on commission; 15 per cent. all orders and repeats; no competition; product is a necessity and 100 per cent. British; retail price 1s. 3d.; retailers' profit 33 per cent. All or write, C. Brook & Co., Agents, 84 Avenue Chambers, Southampton Row, W.C.1.

### PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

**MANUFACTURING** firm requires experienced Representatives, carrying other lines, calling on Hairdressers, Chemists, Stores and Wholesalers, for their bulk and packed lines, Toilet and Perfumery; smart packs, good quality, keen prices; commission only, which will be liberal. State ground covered and full particulars. 186/606, Office of this Paper.

**REPRESENTATIVES** required in town and country to handle the old-established Kraska Nail Polish and allied Specialities on a liberal commission basis; a sound connection amongst Chemists, Hairdressers, Stores, etc., is essential; advertising campaign now commencing. Full particulars to The Kraska Co., Ltd., 65 Portobello Road, W.11.

**TO** gentlemen having sound connection with Wholesale and Retail Chemists. The M.M.T.P. Co. are widening the scope of their activities (for their popular pack in carton) and offer a profitable proposition to commission Salesmen in centres where not already represented. Write for terms of this daily commodity, with unlimited prospects; give particulars, ground covered, lines carried. The Miss Muffet Toilet Paper Co., 1 Julian Road, West Bridgford, Nottingham.

**TRAVELLER**, calling on Manufacturing Chemists, Drug Packers, Perfumery Houses and Allied businesses, can add substantially to income by introducing inquiries for firm of Label and Lithographic Colour Printers and Showcard Specialists. 146/39, Office of this Paper.

**UNQUALIFIED OPPORTUNITY**.—Philip Harris & Co., Pharmaceutical Chemists, Birmingham, require the services of a superior, well-mannered, well-trained young Pharmacist; permanent progressive position. Confidential application, with photograph, addressed "Manager."

**WELL-KNOWN** Firm of Manufacturing Druggists require a whole-time Representative for Wales; must have a sound connection with Retail Chemists and be prepared to live in a centre convenient with area. Full details of experience and salary required, with photograph, to be sent to 186/613, Office of this Paper.

### (COLONIAL, INDIAN AND FOREIGN.)

**INDIA**.—Well-known British house requires a qualified pharmacist as Medical Representative; must be single and preferably under 30; duties will include dealing with medical correspondence, in which previous experience is desirable; excellent future prospects for energetic man with organising ability; first agreement for four years, with commencing salary Rs.500 per month (approximately £450 per annum); free passage out and home; six months' leave on full pay at expiration of agreement if services have been satisfactory and agreement is renewed. Apply 186/605, Office of this Paper.

### SITUATIONS WANTED.

#### RETAIL (HOME).

**A.A.A.**—LOCUM or permanent. Qualified, 28, used to responsibility and management, desires engagement, London area or Northern Counties; free June 6. 154/32, Office of this Paper.

**A.A.**—LOCUM or permanency; Dispensing, Country, Windows, Prescribing, Photography; moderate salary; experienced. Harries, 28 Carroun Road, S.W.8.

**A.A.**—ASSISTANT, 23, Part I, tall, desires post until October; 4 years' Retail experience; good Salesman, Window-dresser, Dispenser; knowledge Photographic trade. Cant, 15 Upper Park Road, N.11.

**A.A.**—Miss Grace Rennie, Pharmacist, booking Locums; free June 29 to July 18, also September onward; on L.C.C. Register. "Craig-y-Don," Marina, St. Leonards-on-Sea.

**A.**—LOCUM; qualified; registered R.P.U.; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. Phone: Maida Vale 8212.

**A** CAPABLE Assistant; unqualified; Salesman, Dispenser, Window-dresser; Photographic knowledge; excellent references; moderate salary. Green, 179 Chamberlayne Road, N.W.10.

**A** COMPETENT unqualified Assistant; 7 years' London and provincial experience; keen, methodical, energetic, and trustworthy; sound knowledge of every department, including Display, Photography and Perfumery. Slattery, 5 Radnor Road, Twickenham, Middlesex.



**A PHARMACIST**, 22½, tall, good appearance, expert Window-dresser, tactful Salesman, reliable Dispenser, excellent testimonials, desires post as Senior or Branch Manager. Neal, 24 Vincent Street, Walsall.

**A QUALIFIED Chemist**, 25, single, well recommended, as Manager or Assistant; experienced and reliable; interview; London or Southern districts. "Pharmacist," 94 Walpole Road, Tottenham, N.17.

**A QUALIFIED** young gentleman of good education and training desires post in good-class Pharmacy; season or permanency; Midlands or North preferred. 154/40, Office of this Paper.

**ADVERTISEMENT**, 21, unqualified, 5 years' excellent experience in all branches Retail trade, desires permanency in London or South-East, either Retail, Wholesale, Doctor or Institution; able to leave present post immediately. R. Camac, 98 Orange Hill Road, Edgware.

**ADVERTISEMENT**, unqualified, good Counterman, careful Dispenser, Photographic Expert, Window-dresser, London and provincial experience, desires permanency; highest credentials. Rodgers, 2 Holmesdale Terrace, Folkestone.

**A N Assistant**, unqualified; 24; all-round experience, Dispensing, Counter, Photographic, Window-dressing; permanency; Birmingham district preferred, not essential. 152/32, Office of this Paper.

**A S Locum**; male; experienced; terms moderate; abstainer; good references; at liberly until July 9. "H. G.," 142 Hill Lane, Southampton.

**A S Manager or Assistant**; 28; tall; Scot; desires progressive position; previous London experience; excellent references. 149/380, Office of this Paper.

**A S Locum or permanency**; unqualified; distance immaterial; excellent experience, Dispensing, Counter, Photographic, Optics; capable taking charge; salary £3; disengaged. Douglas, "Ingleside," Bullsmoor Lane, Waltham Cross, Herts.

**A S Locum (or permanency)**; excellent references and experience; middle-aged; booking forward; moderate salary. "Energetic," 100 Star Street, London, W.2.

**A S ASSISTANT**, 21, Part I (referred Botany), desires post till October; tall; smart appearance; capable Dispenser and Counterman; Lincolnshire or Yorkshire preferred. "J. H. W.," 175 Roberts Street, Grimsby.

**A S ASSISTANT**, lady, 30; 13 years' experience, Counter and Dispensing; smart Saleswoman, stylish Window-dresser; could take charge. 152/5, Office of this Paper.

**A S ASSISTANT**; 25; unqualified; used to heavy N.H.I., Counter, Photography; free June 1; good references. Walker, 57 Westbourne Grove, Harpurhey, Manchester.

**A S ASSISTANT**; experienced Dispenser; Photography; good Salesman; reliable; active; single; middle-aged; unqualified. "Statin," 228 Lockwood Road, Huddersfield.

**A S ASSISTANT**; qualified; middle-aged; good experience; abstainer; moderate salary; outdoors; now disengaged; thoroughly competent. Apply 152/31, Office of this Paper.

**A S ASSISTANT**; 22; Part I, Westminster College; competent Dispenser, expert Photographer; well educated and good appearance; highly recommended by previous employer; London or suburbs preferred; free. Bishop, 12 Dawnay Road, S.W.18.

**A S ASSISTANT or Locum**; good experience; excellent references; disengaged until June 29. "S. S.," 135 High Road, Lee, S.E.13.

**A S ASSISTANT**, unqualified, seeks permanency; London; age 36; married; active; energetic. Windsor, 33 Dupont Road, Raynes Park, S.W.20.

**A S ASSISTANT**, unqualified, 22, gentlemanly, trustworthy, having West-End experience; reliable Dispenser, smart Salesman, good Window-dresser; Photographic knowledge; disengaged. "C.," 44 Turneville Road, Kensington, W.14.

**A S ASSISTANT (male)**, unqualified, 27, seeks situation; permanency; competent and trustworthy; London or suburbs. Apply 154/21, Office of this Paper.

**AT LIBERTY**.—Assistant (lady); 10 years' all-round experience, combined with sound business ability; frequently taken charge; excellent references. 151/37, Office of this Paper.

**CHEMIST**, qualified, 30 years owner, Retail, seeks position; Locum, relief, or permanent; thoroughly competent; terms moderate; disengaged. 147/8, Office of this Paper.

**DISENGAGED**.—Pharmacist; experienced; Locum or periods; moderate salary; booking season's dates. "Chemist," 98 The Grove, Ealing, W.5.

**EXPERIENCED**, all-round Assistant; tall; 45; unqualified; capable of taking charge; permanency, Locum. "Urgent," 23 Doughty Street, Holborn, W.C.1.

**EXPERIENCED Assistant**; courteous and energetic; 7 and 12 years last two berths; unqualified. "Alpha," 11 Station Road, Chingford, E.4.

**FINEST** experience; Manager, qualified Assistant; position of trust; impeccable testimonials; 10 years' managership; moderate salary; East or West Coast; former preferred, but not essential; age 40; married. 153/6, Office of this Paper.

**FORTNIGHTS OR LONGER**.—Engagements desired by up-to-date Chemist; experienced every branch; excellent recent testimonials from long and repeated engagements; moderate terms. "Chemist," 36 St. Stephen's Road, Norwich.

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**JUNIOR Assistant**, unqualified, 20, desires post; Ilford district preferred; Dispensing, Counter, Photographic and Window-dressing. "K. W. F.," 23 Cecil Road, Ilford.

**LADY (Hall Certificate)**; good general experience; Locum or permanency. "L. V. Y.," 1 Westow Hill, Upper Norwood.

**LADY (Hall)** seeks post, Doctor or Institution; accept Locums or permanency; experienced. "Gentian," 48 Loughborough Road, Brixton, S.W.9.

**LADY**, 36, Pharmacist, 13 years' experience, requires post; Doctor preferable. "Pharmacist," 8 Gloucester Road, Regent's Park, N.W.1.

**LADY (Hall)** desires change, Doctor or Hospital; 9 years' experience in present position; good references. Apply Miss Aske, Manston, Crossgates, Leeds.

**LADY (Hall)** desires post as Locum; disengaged; excellent London references; Hospital experience. "Ewart," 20 Deunigh Road, Bayswater, W.11.

**LOCUM**, age 25, unqualified, booking dates, June to October; capable of taking charge. "W. E. C.," 123 Granby Street, Liverpool.

**LOCUM or permanency**; unqualified; middle-aged; competent; active; reliable; single; abstainer; booked six weeks Nottingham; vacant until June 13 and from July 27. Howard, 30 Pimlico, Ilkeston (Derbys).

**LOCUM, M.P.S.**, 25, Square trained, sound, varied experience, knowledge Optics, excellent references, now booking periods in June and July only. W. Houlson Davies, c/o Messrs. I. Rowland James, Ltd., Wholesale Druggists, Orchard Street, Swansea.

**LOCUM or Assistant**; unqualified; free June, July; North Wales or Cheshire; 10 years' experience; excellent references. Emlyn Roberts, "Brynteg," Llandudno Junction.

**LOCUM**, relief, Manager; "not registered"; 20 years' experience; Dispensing, Stock, Counter, Salesman, Prescriber. "G.," 130 Scott-Ellis Gardeus, N.W.8.

**LOCUM**; competent; reliable; obliging; all-round experience, including P.O.; a few vacant dates open; free May 22; town or country. "Chemicus," 56 Rudloe Road, Balham, S.W.12.

**LOCUM**, relief; 30 years' varied experience; has vacant dates. "Chemicus," 55 Clarence Street, Gt. Clowes Street, Manchester.

**LOCUM or relief**; unqualified; middle-aged; excellent references. Rawlins, 5 Campdale Road, Tufnell Park, N.

**LOCUM**; qualified; free June, July and September. "Chemist," 58 St. James's Street, Brighton.

**LOCUM**; qualified; London or suburbs; experienced; highest references; vacant dates, June 22 to August 29; terms moderate. 153/28, Office of this Paper.

**LONDON ONLY**.—Unqualified seeks position in good-class Pharmacy; excellent experience and references; at present in West End, but free at fortnight's notice; interview by appointment. Webster, 1 Gt. Percy Street, W.C.1.

**MANAGER or Locum**; experienced; 38; first-class experience, Pharmacy and Photography; excellent references; disengaged May 25-June 20. Findlay, 62 Lillie Road, Fulham, S.W.6.

**M.P.S.** (lady, 23); disengaged June 1; good all-round experience; London or suburbs. "H. D.," 1 Hopefield Avenue, Brondesbury Park, N.W.6.

**M.P.S.**, thoroughly experienced all round, strongly recommended, references O.K., seeks a responsible management with fair return and good prospects for whole-hearted work and business push, or Locum work during summer months if in full charge. "Insulin," 153/12, Office of this Paper.

**M.P.S.**, recently relinquished own business, seeks post as Manager, Locum, or any position of trust. 154/22, Office of this Paper.



**PART I.**—Young man, disengaged, requires season engagement; highest testimonials. Apply Gibbeson, 83 Southcoates Avenue, Holderness Road, Hull.

**PHARMACIST**, 32, married, no family, seeks permanent position as Manager; 10 years' varied experience in London and provinces since qualifying; interview; must give month's notice before leaving present situation. 152/14, Office of this Paper.

**PHARMACIST**, smart, reliable, just disposed of own business to multiple firm, desires Locum work; City or Northern district preferred; excellent references. "Pharmacist," 30 Wentworth Park, N.3.

**QUALIFIED**, age 25, experienced Manager, keen Salesmanship and Display, now with multiple firm, desires change to private business about end of June; Managership with view to succession preferred in Southern Counties; Partnership considered. 151/3, Office of this Paper.

**QUALIFIED** Manager, 38, single, disengaged, desires post; good all-round London and country experience. "M.P.S.," 10 Grangehill Road, Eltham, S.E.9.

**QUALIFIED** (lady) requires post, high-class Pharmacy, Hospital, or with Doctor. "M.P.S.," 29 Meadow Road, Pinner.

**QUALIFIED**, elderly, capable, as Locum or Superintendent; London; could take small salary. Page, 9 Caesar's Walk, Mitcham.

**QUALIFIED** Chemist desires easy permanency; excellent varied experience West End and provinces; elderly, active, good personality; small salary; highest references; home counties preferred. Parker, "The Ivies," Derry Downs, St. Mary Cray.

**QUALIFIED**, age 24, tall, good appearance, seeks post, Locum or permanency; first-class experience; good Dispenser; excellent references. 154/11, Office of this Paper.

**RESPONSIBLE** management required by young qualified with exceptional executive experience; would consider living on premises, also succession. "Pharmacist," 1 Lyndon Avenue, Wallington, Surrey.

**UNQUALIFIED**; 24; tall; good Window-dresser; N.H.I., Photographic, etc.; available immediately; good references; London preferred; moderate salary. 149/38, Office of this Paper.

**UNQUALIFIED**; first-class Dispensing experience; good references, City and West End. C. Hunter, 7 Redburn Street, W.3.

**UNQUALIFIED** Assistant; age 27; Counter preferred; valuable experience; Midlands only; free in two weeks; references. 51/23, Office of this Paper.

**YOUNG** lady, 24, unqualified, requires position in London; good Dispensing and Counter experience. "D.," 238adbroke Grove, W.10.

### WHOLESALE.

**CAPABLE**, experienced Representative, valuable connection, well known and highly recommended, seeks progressive offers any good established house. 153/32, Office of this Paper.

**ADVERTISER**, 38, married, disengaged, with experience and knowledge of Engineering, Drugs, Toilets, Perfumes, Soaps, Compressed Tablets and Powders, etc., seeks position; some experience in Advertising Layout and Printing. BM/CCVH, London, W.C.1.

**ADVERTISER** seeks additional first-class commission line, Proprietary or Toilet; covers South Coast, South-West and Eastern Counties canvassing Chemists. 152/350, Office of this Paper.

**AN** able, energetic Representative, with sound Chemists' connection Southern England, desires change; unimpeachable references, comprehensive knowledge of Drug trade; own car. Advertiser, who is a conscientious worker, capable of tackling proposition where selling ability, personality and determination are needed, invites applications from Wholesale Houses of repute that are prepared to offer a position on salary, commission and expenses. Write 150/19, Office of this Paper.

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**MAN** Wholesale or Manufacturing House making changes on their Sales Staff offer post to a Pharmacist, Yorkshireman, with 10 years' provincial, West-End and Continental Retail experience? No claim to be "super-salesman" or "super" in any respect, but a good "mixer" possessing sound common sense and business ability, willingness to learn and wholehearted desire (and the grit necessary) for advancement; salary, commission and expenses. 154/1, Office of this Paper.

**D.D.A.**'s Poisons, Wets and Drys, Stocks, Records, Rex," 135 Seaford Road, Tottenham,

**EXPERIENCED** young business man, Public School, desires position with Manufacturing Chemists, Wholesalers, etc.; well known in South Wales; substantial investment for good post. 186/612, Office of this Paper.

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**QUALIFIED**, Continental and West-End Retail experience, 6 ft., 28 years, smart appearance, good Salesman, desires to represent good firm; London or South of England preferred. Walker, c/o Pharmacie Patrice, Vichy, France.

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**REPRESENTATIVE**, experienced all branches Wholesale Drug trade, desires change; Chemists' connection covers wide area; South-West preferred; salary and commission. 152/35, Office of this Paper.

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